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TRADE

JANUARY 1981

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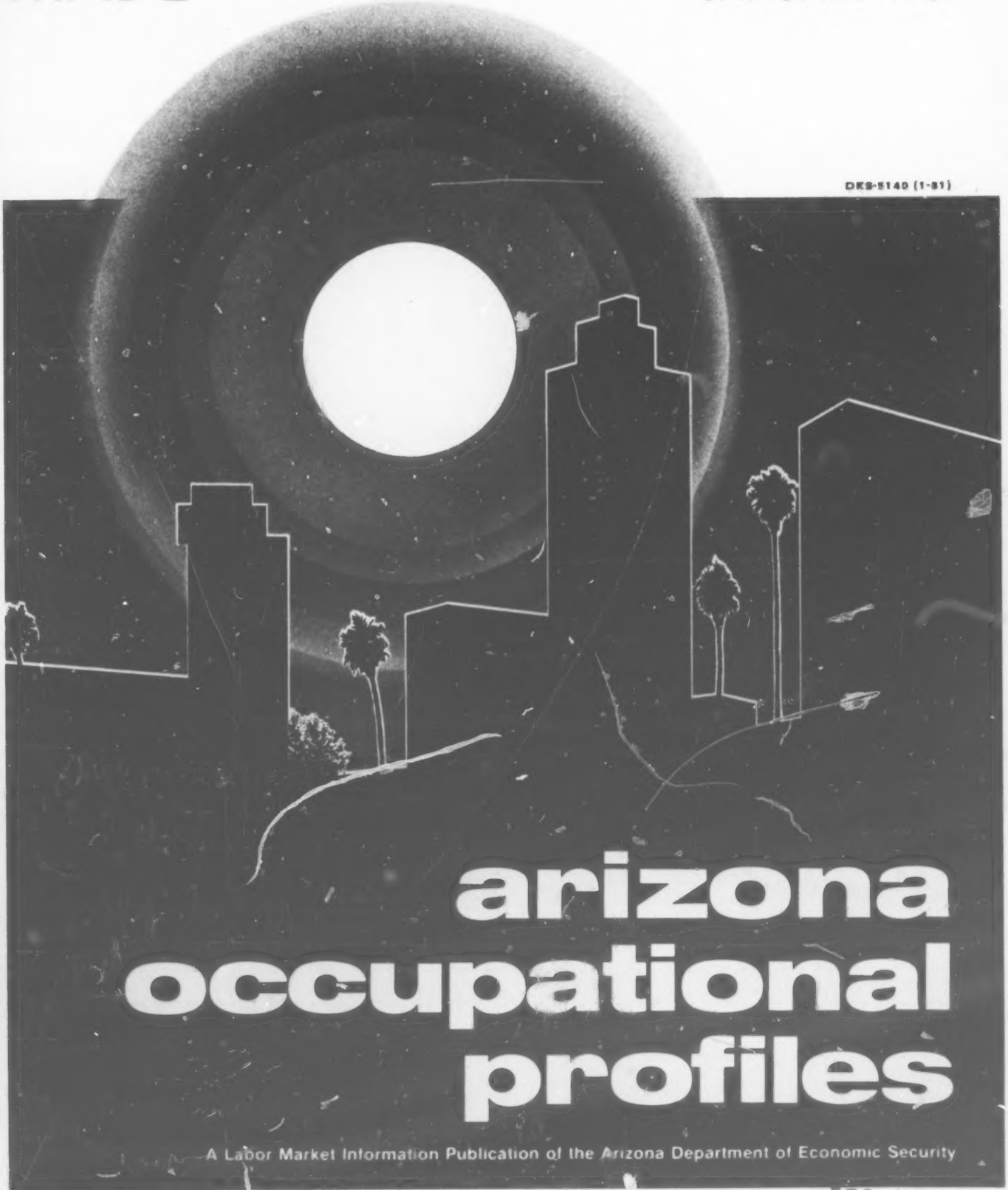

arizona occupational profiles

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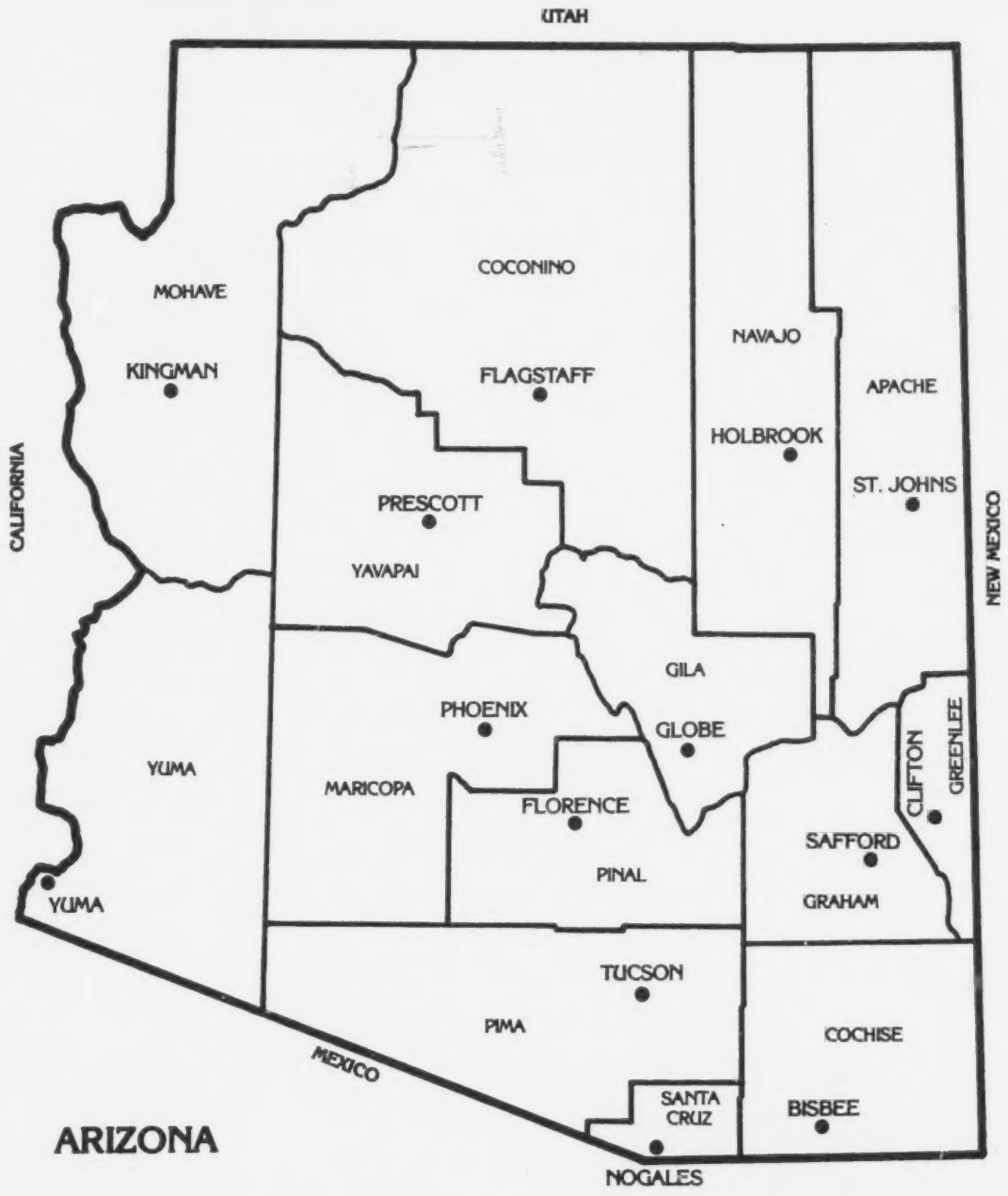
UTAH
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NEW MEXICO
GILA
PHOENIX
GLOBE
GREENLEE
CLIFTON
YUMA
MARICOPA
FLORENCE
SAFFORD
PINAL
YUMA
GRAHAM
TUCSON
COCHISE
PIMA
MEXICO
SANTA CRUZ
BISBEE
NOGALES
ARIZONA

OCCUPATIONAL PROFILES

This Occupational Profile is one in a series of publications produced from information developed by the Occupational Employment Statistics survey. The survey is used to collect employment data, by county, for over 1,100 occupations in Arizona. From these surveys, which require the cooperation of the Arizona business community, current employment in the various occupations is determined, and from this an occupational outlook is formulated. The Occupational Profiles contain the survey findings and examines, individually, the industries of Arizona.

Industries surveyed and for which profiles are now available include:

Mining
Finance, Insurance, and Real Estate
Construction
Services
Government
Trade
Education Services
Manufacturing
Transportation, Communications, and Public Utilities

For further information, or to comment on any aspect of this program, please write to the address on the back cover.

INDUSTRY INFORMATION

INDUSTRY DESCRIPTION

Occupational estimates for Arizona's wholesale and retail trade industries are provided in this publication for the state and counties.

Wholesale trade includes establishments or places of business primarily engaged in selling merchandise to retailers; to industrial, commercial, institutional, farm, or professional business users; or to other wholesalers. Wholesale establishments may also act as agents or brokers in buying merchandise for, or selling merchandise to, such persons or companies as mentioned above.

Retail trade, on the other hand, includes establishments engaged in selling merchandise for personal or household consumption, and rendering services incidental to the sale of the goods. Establishments such as lumber yards and paint, glass, and wallpaper stores are included in retail trade if they sell to the general public, even if a higher proportion of their sales is made to contractors. However, establishments that sell exclusively to business establishments, institutional and industrial users, or contractors, are classified in wholesale trade.

A more detailed description of the types of firms categorized in the wholesale and retail trade industries is provided in the Standard Industrial Classification (SIC) Manual under SIC codes 50 through 59.

INDUSTRY CHARACTERISTICS

In terms of employment, the trade industry is the largest in Arizona. Buoyed by a burgeoning population and the strength of tourism in the state, this labor-intensive industry has gained its current prominence. Wholesale and retail trade establishments employed more than 234,000 wage earners in 1979, which represented approximately 24 percent of Arizona's wage and salary employment. This employment is localized to Maricopa County to a greater degree than is employment across all industries, as seen in the graphs below.

FIGURE 1: TRADE EMPLOYMENT BY AREA - MAY 1979

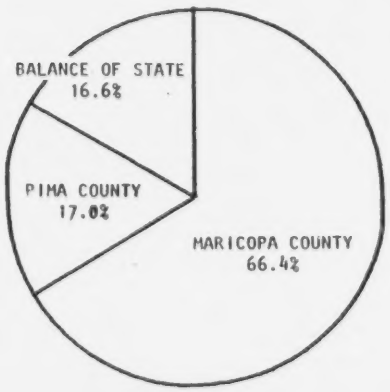
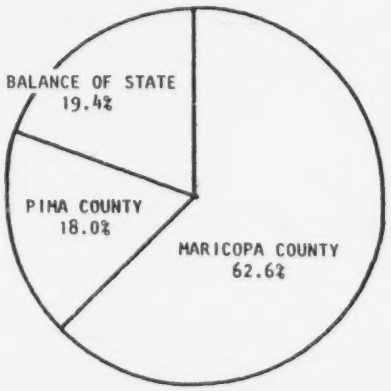


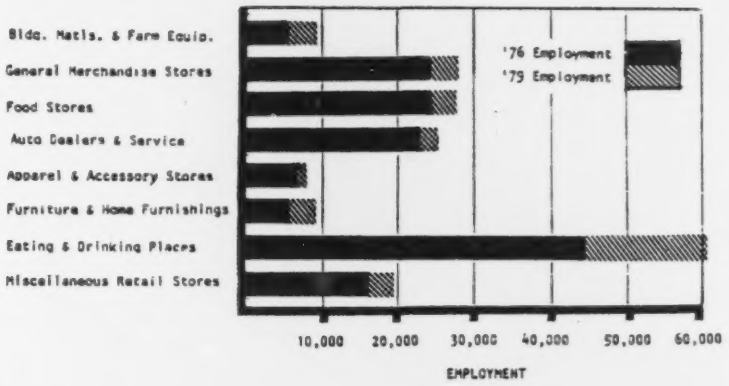
FIGURE 2: TOTAL ARIZONA EMPLOYMENT BY AREA - MAY 1979



RETAIL TRADE

The bulk (80 percent) of employment in the trade industry is in the retail sector - largely due to the employment in eating and drinking places. These establishments, which sell prepared foods and drinks for consumption on the premises, numbered approximately 3,522 and employed nearly 61,000 workers in 1979. Nine hundred of these establishments were primarily drinking establishments and the remaining 2,600 were primarily eating places. Relative to population, Gila County has the most drinking places and Apache and Navajo counties the least (alcoholic beverages cannot be sold on Indian reservations). Restaurants are most concentrated in Mohave and Yavapai counties and least concentrated in Apache County relative to their populations. Based on total employment in the industry, however, Maricopa leads the way with nearly 36,000 restaurant workers and 1,900 tavern workers in 1979, followed by Pima County with 11,000 and 1,000 workers respectively. Coconino County leads all counties in terms of the number of restaurant workers relative to population.

FIGURE 3: TRADE EMPLOYMENT, 1976 AND 1979



Food stores, general merchandise stores, and auto dealers and service stations follow eating and drinking places when ranked according to employment. Of those working in retail food stores, ninety-four percent are employed in establishments that sell a variety of foods (i.e. supermarkets, grocery stores, and delicatessens) rather than specialized foods (bakeries, fish markets, etc.).

In motor vehicle related establishments, employment is concentrated in firms selling both new and used automobiles.

As a percentage of the total employment in the "miscellaneous retail" category, drug and proprietary stores dominate (33 percent), followed by bottled gas dealers (8 percent), liquor stores (7 percent), and jewelry stores (7 percent).

FIGURE 4: WAGE AND SALARY EMPLOYMENT
IN MOTOR VEHICLE AND RELATED ESTABLISHMENTS
1979

	FIRMS	EMPLOY.
Motor Vehicle Dlrs. (New & Used)	214	10,135
Motor Vehicle Dlrs. (Used)	171	679
Gasoline Service Stations	1,037	6,970
Auto & Home Supply Stores	585	5,909
Motorcycle Dealers	78	476
Automotive Dealers, Other	37	548
Rec. & Utility Trailer Dealers	34	346
Boat Dealers	37	207

The table below provides an index of employment to population. For example, the comparatively large index in Santa Cruz County's general merchandise stores indicates more than four times as many workers, per population, as is employed in Yuma County's general merchandising industry. A predominately rural county with an active commercial center (Nogales), trade is especially important to the Santa Cruz economy.

The reader is reminded that employment data in this publication represent those workers earning a wage and salary and excludes self-employed and unpaid family workers. This is especially significant in retail trade which is characterized by many "mom and pop" operations and sole proprietorships.

FIGURE 5: TRADE EMPLOYMENT
TO POPULATION INDEX, 1979

	APACHE	COCHISE	COCONINO	GILA	GRAHAM & GREENLEE	MARICOPA	MOHAVE	NAVAJO	PIMA	PINAL	SANTA CRUZ	YAVAPAI	YUMA
Bldg. Matls. & Farm Equip.	1	2	2	3	3	4	4	1	1	1	3	4	3
General Merch. Stores	5	8	11	5	8	12	6	6	11	2	41	8	10
Food Stores	4	8	8	10	8	12	11	7	9	8	17	10	11
Auto Dealers & Service	3	6	11	7	8	10	14	10	9	6	7	8	11
Apparel & Access. Stores	4	2	2	1	1	4	1	1	3	1	12	1	2
Furniture & Home Furnishings	0	1	2	1	1	5	1	1	3	0	4	2	2
Eating Places	3	12	29	14	8	25	19	11	21	11	19	21	25
Drinking Places	0	2	2	2	1	1	2	1	2	1	0	1	2
Misc. Retail	2	4	6	4	3	10	5	3	7	3	7	6	5

Maricopa County accounted for nearly $8 billion of the estimated total retail sales of $12.7 billion in Arizona in 1979, followed by Pima County with sales of slightly more than $2 billion. Growth in retail sales was strong in nearly all counties between 1978 and 1979, with some of the largest increases registered by nonmetropolitan counties.

FIGURE 6: ARIZONA RETAIL SALES
BY COUNTY

County	1978	1979	% Change
Apache	$ 52,495,000	$ 64,229,000	+22.4%
Cochise	262,222,000	303,323,000	+15.7
Coconino	319,468,000	372,572,000	+16.6
Gila	119,635,000	144,678,000	+20.9
Graham	76,510,000	89,733,000	+17.3
Greenlee	29,825,000	36,758,000	+23.2
Maricopa	6,670,390,000	7,854,996,000	+17.8
Mohave	207,075,000	252,080,000	+21.7
Navajo	232,002,000	310,020,000	+33.6
Pima	1,860,944,000	2,258,808,000	+21.4
Pinal	280,158,000	267,766,000	- 4.4
Santa Cruz	84,241,000	112,463,000	+33.5
Yavapai	209,394,000	255,989,000	+22.3
Yuma	355,572,000	417,929,000	+17.5
TOTAL	$10,759,931,000	$12,741,344,000	+18.4%

Source: Valley National Bank

WHOLESALE TRADE

Employment in wholesale trade is dominated by Maricopa County, in part, because of its location at the hub of the state's highway network. The dominance is especially evident in the durable sector where Maricopa County employs 83 percent of those working in wholesale trade establishments versus 75 percent in nondurables.

In the balance of state, however, employees in the wholesaling of nondurable goods outnumber those in the durable sector by more than two to one. Yuma and Santa Cruz counties are the primary reason for this, as the two counties employ nearly 2,000 in the wholesale distribution of fresh fruits and vegetables. With the exception of Mohave County, wholesale trade employment in the remaining nonmetropolitan counties is more equally divided between durable and nondurable. The industry in Mohave County is dominated by the wholesaling of durables.

FIGURE 7: ARIZONA'S WHOLESALE TRADE INDUSTRY BY COUNTY, 1979

	ESTAB.	EMPLOY.
Maricopa	3,183	37,508
Pima	466	4,841
Yuma	102	1,715
Santa Cruz	130	741
Pinal	46	483
Coconino	55	439
Cochise	52	384
Mohave	40	311
Yavapai	44	169
Graham/Greenlee	21	135
Navajo	24	100
Gila	21	89
Apache	10	49

The miscellaneous wholesale goods industry, which is ranked fourth in the above table, is dominated by wholesalers of farm supplies such as animal feeds, agricultural chemicals, pesticides, and seeds.

In contrast to measurements of ranking in terms of employment, rankings by dollar volume of sales find wholesalers of groceries and related products leading the way with 1977 sales of $1.9 billion, followed by wholesalers of motor vehicles and automotive parts and supplies with sales of $1.2 billion.

Statewide, wholesalers of machinery, equipment, and supplies lead the industry, in terms of employment, with more than 12,000 workers in 1979. Firms in this category are primarily engaged in two activities: first, the wholesaling of commercial machines and equipment, such as office, store, and business machines; commercial food service equipment; and fountain and store fixtures; and second, the marketing of industrial machinery and equipment, such as metal working tools, food industries machinery, and industrial trucks and tractors. Behind the wholesaling of machinery, equipment, and supplies are those wholesaling food and related products, with 8,000 workers in 1979.

FIGURE 8: ARIZONA'S WHOLESALE TRADE INDUSTRY 1979

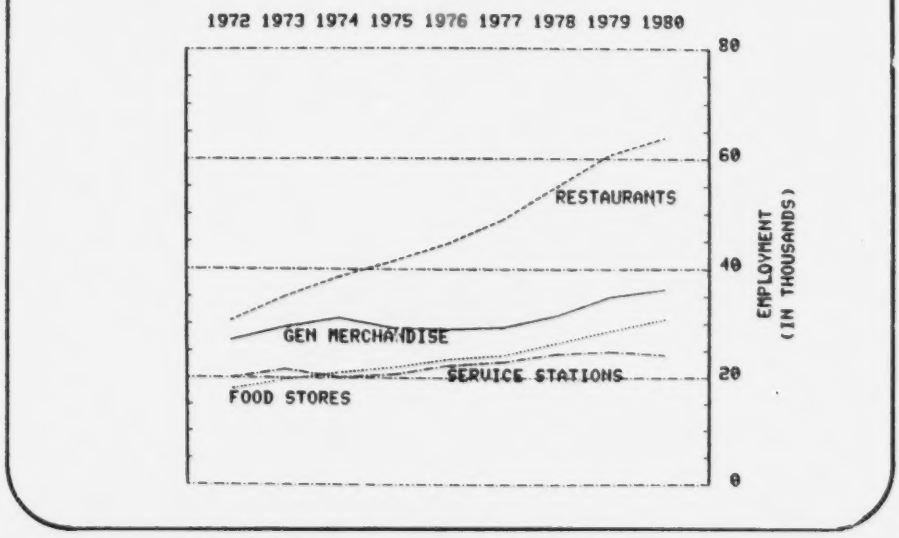
	FIRMS	EMPLOY.
Machinery, Equip., and Supplies	1,068	12,580
Groceries	519	8,028
Electrical Goods	395	4,331
Miscellaneous Wholesale Goods	545	4,145
Motor Vehicle Parts and Supplies	243	3,299
Lumber and Construction Matls.	185	2,197
Hardware, Plumbing, and Heating	244	2,137
Furniture and Home Furnishings	157	1,704
Alchoholic Beverages	79	1,662
Petroleum and Petroleum Products	122	1,454
Drugs and Sundries	142	1,412
Paper and Paper Products	121	1,097
Metals and Minerals, Exc. Petrol.	73	801
Chemicals	108	787
Apparel and Notions	92	520
Sporting, Recreation, and Hobby	61	475
Farm Products	40	335
TOTAL	4,194	46,964

INDUSTRY TRENDS

Over the past decade, trade has maintained its position as the industry employing the most workers in Arizona. Continued expansion in population, tourism, industrial development, and income have resulted in relatively consistent increases in the number of retail establishments in operation and in the volume of business transacted. In 1979, slightly more than 24 percent of all Arizona workers were employed in the trade industry, as compared to approximately 23 percent in 1970. Eighty-six thousand jobs have been added in the retail sector and 21,000 in wholesale trade in the past nine years. Since 1970, employment in both retail and wholesale trade have grown approximately 85 percent compared to the change for all Arizona industries of 77 percent.

Employment growth in retail trade's four major sectors is shown below for the years 1972 through 1980.

FIGURE 9: RETAIL TRADE EMPLOYMENT
1972 - 1980



During the last three years, all the major categories of trade recorded increases in employment. Retailers of building materials and farm equipment have shown the most dramatic growth, closely followed by establishments selling furniture and home furnishings. Population growth provided much of the stimulus for expansion in these two retail sectors as new homeowners and renters repair, furnish, and/or upgrade their residences. An annual 5.3 percent population increase in this period has added more than 360,000 Arizona residents compared to an annual population growth of 3.9 percent for the previous 3-year period. Over the past two decades, the state's compounded population growth rate averaged 3.8 percent compared to 1.0 percent for the United States. Arizona's projected growth rate through the year 2,000 is more than three times the U.S. rate.

For the decade, eating and drinking places claimed the greatest growth - both in actual employment and percentage change - by increasing its employment by a whopping 140 percent between 1970 and 1979. Growth in restaurant employment will continue to be strong to accomodate an expanding population and the growing number of families with two wage earners. As more wives enter the work force, many families will find dining out a welcome convenience.

FIGURE 10: GROWTH IN ARIZONA'S RETAIL TRADE INDUSTRIES

1970 - 1979	Growth			1976 - 1979	Growth	
	Percent	Absolute	RANK		Percent	Absolute
Eating & Drinking Places	139.5%	35,422	1	Bldg. Matls. & Farm Equip.	49.4%	3,114
Bldg. Matls. & Farm Equip.	101.4	4,739	2	Furniture & Home Furnishings	49.2	2,950
Apparel & Accessories	94.7	3,859	3	Eating & Drinking Places	37.6	16,627
Furniture & Home Furnishings	91.3	4,271	4	Apparel & Accessories	20.9	1,374
Food Stores	88.7	13,395	5	Food Stores	16.7	4,084
General Merchandise	43.4	8,613	6	General Merchandise	16.0	3,922
Auto Dealers & Service	39.6	7,173	7	Auto Dealers & Service	10.9	2,476

The wholesale sector has seen, over the past decade, the greatest employment growth in the wholesaling of electrical goods; hardware, plumbing, and heating equipment; and dry goods and apparel, which have grown 130, 94, and 73 percent, respectively. Since 1976, however, the wholesaling of machinery, equipment, and supplies, and motor vehicles and auto supplies have ranked as the second and third fastest-growing industries behind electrical goods.

Like population, tourism plays an important role in the Arizona economy and has a particularly strong impact on the trade industry. Tourists and in-state travelers contributed more than $4 billion to the state's economy in 1979 according to the Arizona Office of Tourism. Especially responsive to tourism is employment in restaurants which has shown marked increases in recent years as a result of both population growth and the active tourism industry. Developments affecting fuel availability and costs have caused some recent dampening of highway tourism (those driving into and through Arizona); however, in-state travelers and airline tourist expenditures have picked up the slack. An estimated 15 percent of all state visitors came from foreign countries in 1978 and increased efforts are being made to attract more international clientele. Despite some uncertainties, tourism should continue to provide a boost to Arizona's retail trade industry.

The prevailing trend in personal income growth will also favorably affect the trade industry. Personal income in Arizona in 1979 was up more than 17 percent over 1978, compared to the 12.7 percent increase registered by the entire United States. Only Wyoming recorded a greater increase. Per capita personal income in Arizona also rose (14 percent) in this time period, averaging $8,423 in 1979 compared to $7,411 in 1978.

Even with these favorable trends, expansion of trade employment is expected to moderate. Economic activity was relatively high going into the projection period and, in light of the 1979-80 economic downturn, forecasted industry growth has been adjusted accordingly. Statewide trade employment is anticipated to expand by approximately 32,000 between 1979 and 1983 compared to 42,000 between 1975 and 1979.

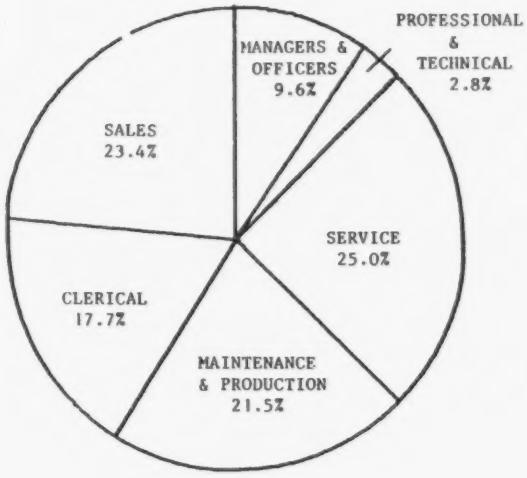
OCCUPATIONAL INFORMATION

OCCUPATIONAL ANALYSIS

The prominence of restaurant employment in the trade industry contributes to the high ranking of service workers in the occupational distribution shown in Figure 11. Of the 58,000 service workers in Arizona's trade industry, nearly 15,000 are waiters or waitresses and another 13,000 are food preparation and service workers in fast food restaurants. Kitchen helpers rank a distant third with 5,700.

Many waiters and waitresses and food preparation and service workers in fast food restaurants are students - most of whom work part-time. Because turnover is particularly high among part-time workers, job openings in these occupations will continue to be plentiful.

FIGURE 11: OCCUPATIONS IN ARIZONA'S TRADE INDUSTRIES
MAY 1979



The statewide distribution of occupations is fairly consistent with county distributions with the following notable exceptions: In Graham and Greenlee counties, the maintenance and production class is largest, and service workers, which ranks first in the state, ranks fourth. In Santa Cruz County, clerical workers dominate - representing nearly 32 percent of the employment in trade.

Rising sales volume and longer store hours will bolster employment demand through 1983 for sales workers. Employment will increase more slowly than the volume of sales, however, as self-service - already seen in foodstores - is extended to drug, variety, and other kinds of stores.

Retail trade will continue to be an excellent source of job opportunities for high school graduates. Job openings in sales are plentiful because retail selling is a large occupation characterized by relatively high turnover. Most openings occur as experienced sales workers leave their jobs. In addition to full-time jobs, there are many opportunities for part-time workers, as well as temporary workers, during peak selling periods such as the Christmas season.

Valuable qualities for prospective sales workers, according to Chuck Huskinson, District Personnel Manager at J. C. Penney, include "a pleasant personality, neat appearance, and the ability to deal with a variety of people." Inexperienced sales workers in department stores typically begin in departments where customers need little assistance. As they gain experience and seniority, they move to positions of greater responsibility. Selling "big ticket" items - large appliances, furniture, rugs, and the like - usually requires the most knowledge of the product and the greatest talent for persuasion. These departments, therefore, have the most experienced - and the highest paid - sales workers.

Retail selling remains one of the few fields in which employees can advance to executive jobs regardless of educational background. Although large retail businesses generally hire college graduates as management trainees, some sales workers are promoted to managerial and administrative positions.

Maintenance and production workers is the third largest occupational class accounting for more than 21 percent of the industry's employment. Delivery and route workers, automotive mechanics, and sales floor stock clerks are the three largest occupations in this class. Delivery and route drivers are most concentrated in wholesale trade and it will be in this sector that most of these job openings will transpire in the years ahead. Applicants with sales experience and good driving records will have the best chances of being hired for these jobs.

The fourth ranking occupational class - clerical - represents workers common to nearly all wholesale and retail operations. Cashier is by far the largest occupation in this class, employing nearly 14,000 workers in Arizona in 1979. General office clerk ranks a distant second with 5,700 workers.

Supermarkets, movie theaters, restaurants, and general merchandise stores are among the many businesses that employ cashiers to handle payments from customers. However, cashiers are needed in businesses and organizations of all types and sizes, and many find jobs in department stores, drugstores, shoe stores, hardware stores and other kinds of retail stores. Cashiers operate several types of machines, and a growing number operate electronic registers, computerized point-of-sale registers, or computerized scanning systems.

Employment opportunities for cashiers will be plentiful in the next decade as the retail and wholesale trade industries expand, and, more importantly, as cashiers retire, die, or change jobs. Cashier is often an entry level position and turnover is relatively high; therefore, a consistent demand for these workers can be expected.

The widespread adoption of automated checkout systems, however, will somewhat dampen the employment growth of cashiers and other workers. These systems record the description and price of each item, add the tax, print out a receipt, and often maintain records of the store's inventory.

For many of the entry level clerical positions, including cashier, employers look for academic backgrounds which include courses in business arithmetic, bookkeeping, typing and other business subjects. However, the age of computer technology will impact on clerical occupations and will have an increasing influence on the nature of these jobs. Anson White, Departmental Vice President of Human Resources at Associated Grocers, which is one of the largest wholesale firms in Arizona, is seeing evidence of this trend already. According to Mr. White, "the job applicant who has academic or work experience with computer - related operations, in addition to the traditional qualifications, certainly has an advantage in the job market." Mr. White confirms that Associated Grocers, like most other large firms, will increasingly rely on the computer's capabilities to bill customers, pay employees, and maintain records of movement of materials.

Figure 12 lists, by county, those occupations most frequently reported and those with the greatest number of projected openings. The "openings" column represents job opportunities due to growth of the industry and separations from the labor force. They do not reflect openings resulting from turnover. For comparison, the most frequently reported occupations for the state rank as follows:

	Estimated 1979 Employment	Percent of State Trade Employment
Sales Clerks (Exclude Cashiers)	23,696	12.3
Sales Representatives, Nontechnical	20,309	8.7
Waiters or Waitresses	14,706	6.3
Cashiers	13,943	6.0
Food Preparation and Service Workers, Fast Food Restaurant	12,964	5.6
Store Managers	9,971	4.3
	100,589	43.3

Sales clerks and sales representatives head the list. The distinction between these two occupations is that sales representatives possess a knowledge of the goods or services sold; whereas, sales clerks sell a variety of goods and services not requiring much more knowledge than the price.

FIGURE 12: LARGEST AND HIGHEST DEMAND OCCUPATIONS IN THE TRADE INDUSTRY

LARGEST OCCUPATIONS (MAY 1979)	ESTIMATED EMPLOYMENT	PCT. OF COUNTY TOTAL	HIGHEST DEMAND OCCUPATIONS 1979-1983	OPENINGS 1979-1983
APACHE				
Sales Clerks (Exc. Cashiers)	267	26.3	Sales Clerks (Exc. Cashiers)	54
Cashiers	161	15.9	Cashiers	53
Waiters or Waitresses	68	6.7	Waiters or Waitresses	22
Managers, Store	64	6.3	Sales Reps., Nontechnical	13
Fuel Pump Attendants &/or Lubricators	54	5.3	Managers, Store	12
	614	60.6		154
COCHISE				
Sales Clerks (Exc. Cashiers)	610	14.9	Waiters or Waitresses	111
Waiters or Waitressess	353	8.6	Sales Clerks (Exc. Cashiers)	107
Cashiers	292	7.1	Cashiers	89
Food Preparation & Service Workers, Fast Food Restaurants	264	6.4	Food Preparation & Service Workers, Fast Food Restaurants	70
Sales Reps., Nontechnical	232	5.7	Sales Reps., Nontechnical	54
	1,751	42.7		431
COCONINO				
Sales Clerks (Exc. Cashiers)	723	11.7	Waiters or Waitresses	192
Waiters or Waitress	567	9.2	Sales Clerks (Exc. Cashiers)	115
Food Preparation & Service Workers, Fast Food Restaurant	456	7.4	Cashiers	143
Cashiers	435	7.0	Food Preparation & Service Workers, Fast Food Restaurant	133
Managers, Store	313	5.1	Kitchen Helpers	79
	2,494	40.3		4,692
GILA				
Sales Clerks (Exc. Cashiers)	260	14.8	Waiters or Waitresses	65
Cashiers	195	11.1	Cashiers	64
Waiters or Waitresses	191	10.9	Sales Clerks (Exc. Cashiers)	52
Food Preparation & Service Workers, Fast Food Restaurant	148	8.4	Food Preparation & Service Workers, Fast Food Restaurant	43
Sales Reps., Nontechnical	112	6.4	Sales Reps., Nontechnical	30
	906	51.7		254

FIGURE 12: LARGEST AND HIGHEST DEMAND OCCUPATIONS IN THE TRADE INDUSTRY (cont'd.)

LARGEST OCCUPATIONS	MAY 1979 ESTIMATED EMPLOYMENT	PCT. OF COUNTY TOTAL	HIGHEST DEMAND OCCUPATIONS 1979-1983	OPENINGS 1979-1983
GRAHAM & GREENLEE				
Sales Clerks (Exc. Cashiers)	297	19.5	Sales Clerks (Exc. Cashiers)	53
Cashiers	150	9.9	Cashiers	45
Managers, Store	86	5.7	Waiters or Waitresses	16
Stock Clerks, Sales Floor	79	5.2	Managers, Store	15
Delivery & Route Workers	62	4.1	Sales Reps., Nontechnical	14
	674	44.3		143
MARICOPA				
Sales Clerks (Exc. Cashiers)	18,547	12.0	Sales Reps., Nontechnical	4,653
Sales Reps., Nontechnical	15,108	9.8	Sales Clerks (Exc. Cashiers)	4,594
Waiters or Waitresses	8,769	5.7	Waiters or Waitresses	3,421
Food Preparation & Service Workers, Fast Food Restaurant	8,566	5.5	Food Preparations & Service Workers, Fast Food Restaurant	2,915
Cashiers	7,621	4.9	Cashiers	2,909
	58,611	38.0		18,492
MOHAVE				
Food Preparation & Service Workers, Fast Food Restaurant	442	13.3	Food Preparation & Service Workers, Fast Food Restaurant	162
Cashiers	382	11.5	Cashiers	156
Sales Clerks (Exc. Cashiers)	341	10.2	Waiters or Waitresses	113
Waiters or Waitresses	269	8.1	Sales Clerks (Exc. Cashiers)	94
Managers, Store	173	5.2	Saless Reps., Nontechnical	52
	1,607	48.2		577
NAVAJO				
Sales Clerks (Exc. Cashiers)	524	15.6	Waiters or Waitresses	110
Waiters or Waitresses	338	10.0	Cashiers	104
Cashiers	324	9.6	Sales Clerks (Exc. Cashiers)	99
Fuel Pump Attendants &/or Lubricators	250	7.4	Food Preparation & Service Workers, Fast Food Restaurant	55
Managers, Store	224	6.7	Fuel Pump Attendants &/or Lubricators	46
	1,660	49.3		414

FIGURE: 12: LARGEST AND HIGHEST DEMAND
OCCUPATIONS IN THE TRADE INDUSTRY (cont'd.)

MAY 1979				
LARGEST OCCUPATIONS	ESTIMATED EMPLOYMENT	PCT. OF COUNTY TOTAL	HIGHEST DEMAND OCCUPATIONS 1979-1983	OPENINGS 1979-1983
PIMA				
Sales Clerks (Exc. Cashiers)	5,009	12.7	Sales Clerks (Exc. Cashiers)	1,237
Sales Reps., Nontechnical	3,070	7.8	Cashiers	1,094
Cashiers	2,874	7.3	Waiters or Waitresses	1,083
Waiters or Waitresses	2,783	7.1	Sales Reps., Nontechnical	944
Food Preparation & Service Workers, Fast Food Restaurant	2,069	5.3	Food Preparation & Service Workers, Fast Food Restaurant	703
	15,805	40.1		5,061
PINAL				
Sales Clerks (Exc. Cashiers)	519	14.6	Cashiers	103
Cashiers	329	9.3	Sales Clerks (Exc. Cashiers)	97
Waiters or Waitresses	270	7.6	Waiters or Waitresses	88
Managers, Store	199	5.6	Sales Reps., Nontechnical	43
Sales Reps., Nontechnical	177	5.0	Managers, Store	37
	1,494	42.1		368
SANTA CRUZ				
Sales Clerks (Exc. Cashiers)	487	17.5	Sales Clerks (Exc. Cashiers)	135
Cashiers	257	9.2	Cashiers	106
Sales Reps., Nontechnical	228	8.2	Sales Reps., Nontechnical	77
Managers, Store	138	4.9	Waiters or Waitresses	43
Stock Clerks. Stockroom, Warehouse, or Stockage Yard	128	4.6	General Clerks, Office	43
	1,238	44.4		404
YAVAPAI				
Sales Clerks (Exc. Cashiers)	530	13.4	Waiters or Waitresses	166
Waiters or Waitresses	437	11.0	Sales Clerks (Exc. Cashiers)	127
Cashiers	323	8.2	Cashiers	120
Kitchen Helpers	219	5.5	Kitchen Helpers	73
Sales Reps., Nontechnical	217	5.5	Sales Reps., Nontechnical	65
	1,726	43.6		551
YUMA				
Cashiers	600	8.4	Cashiers	261
Sales Clerks (Exc. Cashiers)	582	8.2	Waiters or Waitresses	224
Waiters or Waitresses	507	7.1	Sales Clerks (Exc. Cashiers)	172
Sales Reps., Nontechnical	469	6.6	Sales Reps., Nontechnical	169
Food Preparation & Service Workers, Fast Food Restaurant	403	5.7	Food Preparation & Service Workers, Fast Food Restaurant	158
	2,561	36.0		984

OCCUPATIONAL STRUCTURE

The following fourteen tables provide employment estimates and projected employment and job openings for the counties and the State. Graham and Greenlee counties have been combined due to their close proximity, similiar economies, and size.

When using the data, please note the following:

1) The data reflects full and part-time wage and salary employment only and does not include self-employed or unpaid family workers.

2) Total job openings represent the number of openings due to growth of the industry and separations from the labor force. They do not account for labor turnover i.e., openings created when a worker changes jobs, leaving the job to be filled by someone else. These vacancies are generally the largest source of job openings.

3) To eliminate the possible disclosure of confidential employer information, occupations have been added to the appropriate "all other" or residual category if: less than three firms reported a single occupation; one firm reported more than 50 percent of the occupational estimate; two firms combined reported more than 75 percent of the occupational estimate.

4) The projection technique does not possess the degree of accuracy that may be implied by small employment changes and demand figures.

CURRENT AND PROJECTED ESTIMATED EMPLOYMENT AND JOB OPENINGS
TRADE

STATEWIDE

	Estimated 1979 Employment	Percent of Total 1979 Employment	Projected 1983 Employment	Percent of Total 1983 Employment	Total Job Openings 1979-1983
TOTAL MANAGERS & OFFICERS	22,220	9.6	24,911	9.4	5,476
Directors, Food & Beverage &/or Managers, Catering	201	0.1	225		55
Managers, Merchandise	1,661	0.7	1,862		359
Managers, Store	9,971	4.3	11,179		2,423
Managers, Automobile Service Department	520	0.2	583		127
Managers, Automobile Parts Department	383	0.1	429		93
Wholesalers	2,425	1.0	2,719		590
Managers, Restaurant, Coffee Shop, or Liquor Establishment	3,720	1.6	4,171		1,019
All Other Managers & Officers	3,339	1.4	3,743		810
TOTAL PROFESSIONAL WORKERS	5,142	2.2	5,850	2.2	1,382
Electrical & Electronic Engineers	176	.1	200		32
Mechanical Engineers	159	.1	181		30
All Other Engineers	19	.0	22		3
Chemists	18	.0	20		2
Systems Analysts, Electronic Data Processing	164	.1	187		29
Purchasing Agents &/or Buyers	18	.0	20		5
Buyers	1,463	.6	1,664		411
Accountants & Auditors	694	.3	790		196
Commercial Artists	71	.0	81		22
Writers &/or Editors	26	.0	30		8
Musicians, Instrumental	147	.1	167		47
Personnel & Labor Relations Specialists	135	.1	154		35
Pharmacists	733	.3	834		235
Public Relations Practitioners	6	.0	7		1
Designers	779	.3	886		173
All Other Professional Workers	534	.2	608		154
TOTAL TECHNICAL WORKERS	1,483	.6	1,687	.6	287
Computer Programmers	114	.0	130		21
Drafters	39	.0	41		9
Electrical & Electronic Technicians	1,097	.5	1,248		201
All Other Engineering Technicians	31	.0	35		8
Pharmacy Helpers	9	.0	10		5
All Other Technical Workers	196	.0	223		43
TOTAL SERVICE WORKERS	58,059	25.0	65,868	25.0	19,039
Janitors, Porters, & Cleaners	2,693	1.2	3,055		780
Guards & Doorkeepers	352	.2	399		62
Bakers	382	.2	433		117
Bartenders	2,641	1.1	2,996		725
Dining Room Attendants, Bartender Helpers, &/or Cafeteria Attendants	3,256	1.4	3,694		596
Butchers &/or Meat Cutters	1,353	.6	1,535		292
Butchers &/or Meat Cutters, Apprentice	111	.0	126		23
Hosts/Hostesses, Restaurant, Lounge, or Coffee Shop	1,396	.6	1,584		540
Kitchen Helpers	5,713	2.5	6,481		1,922
Waiters or Waitresses	14,706	6.3	16,684		5,684
Counter Attendants, Lunchroom, Coffee Shop, or Cafeteria	2,494	1.0	2,829		942
Cooks, Short Order &/or Specialty Fast Foods	4,056	1.7	4,602		1,223
Cooks, Restaurant	4,243	1.8	4,814		1,279
Cooks, Restaurant, Apprentice	79	.0	88		22
Food Preparation & Service Workers, Fast Food Restaurant	12,964	5.6	14,708		4,366
Pantry, Sandwich &/or Coffee Makers	564	.2	640		190
All Other Food Service Workers	7	.0	8		1
Cosmetologists &/or Hairstylists	178	.1	202		80

CURRENT AND PROJECTED ESTIMATED EMPLOYMENT AND JOB OPENINGS
TRADE

STATEWIDE

	Estimated 1979 Employment	Percent of Total 1979 Employment	Projected 1983 Employment	Percent of Total 1983 Employment	Total Job Openings 1979-1983
Supervisors, Nonworking Service	322	.1	365		68
Checkers, Fitting Room	123	.1	140		29
Store Detectives	302	.1	343		53
All Other Service Workers	125	.1	142		45
TOTAL MAINTENANCE & PRODUCTION WORKERS	49,947	21.5	56,840	21.5	10,757
Mechanics, Aircraft	109	.0	124		19
Mechanics, Automotive	4,764	2.0	5,421		950
Mechanics, Automotive, Apprentice	219	.1	249		43
Body Repairers, Automotive	721	.3	821		142
Body Repairers, Automotive, Apprentice	21	.0	24		3
Bicycle Repairers	75	.0	85		14
Diesel Mechanics	639	.3	727		129
Diesel Mechanics, Apprentice	99	.0	113		22
Electric Tool Repairers	19	.0	22		3
Farm Equipment Mechanics	79	.0	90		15
Engineering Equipment Mechanics	768	.3	874		153
Engineering Equipment Mechanics, Apprentice	68	.0	77		13
Marine Mechanics &/or Repairers	41	.0	47		10
Mechanics, Maintenance	110	.0	125		23
Office Machine &/or Cash Register Servicers	472	.2	537		98
Refrigeration and Air Conditioning Mechanics	130	.1	148		26
Television Servicers & Repairers, Radio &/or Tape Recorder Repairers	273	.1	311		55
Television Servicers & Repairers, Radio &/or Tape Recorder Repairers, Apprentice	13	.0	15		2
Coin Machine Servicers &/or Vending Machine Repairers	196	.1	223		41
Motorboat Mechanics	27	.0	31		4
Gas and Electric Appliance Repairers	551	.2	627		115
All Other Mechanics and Repairers	424	.2	483		89
Truck Drivers	2,550	1.1	2,902		490
Automobile Repair Service Estimators	133	.1	151		26
Cabinetmakers	626	.3	712		128
Cabinetmakers, Apprentice	122	.1	139		25
Carpet Cutters &/or Layers	192	.1	218		34
Carpet Cutters &/or Layers, Apprentice	13	.0	15		2
Carpenters	340	.2	387		81
Cleaners, Vehicle	916	.4	1,042		165
Delivery and Route Workers	5,069	2.2	5,769		978
Merchandise Displayers and Window Trimmers	179	.1	204		64
Electricians	33	.0	38		9
Supervisors, Nonworking	1,495	.7	1,701		322
Furnace Installers and Repairers, Hot Air	7	.0	8		1
Glaziers	119	.1	135		24
Glaziers, Apprentice	6	.0	7		1
Industrial Truck Operators	554	.2	630		106
Instrument Repairers	51	.0	58		11
Jewelers &/or Silversmiths	230	.1	262		64
Jewelers &/or Silversmiths, Apprentice	29	.0	33		8
Machinists	204	.1	232		44
Machinists, Apprentice	10	.0	11		1
Maintenance Repairers, General Utility	942	.4	1,072		196
Helpers, Trades	230	.1	262		54
Marine Service Station Attendants	11	.0	13		2
Musical Instrument Repairers	41	.0	47		10
Order Fillers	1,269	.5	1,444		247
Painters, Automotive	161	.1	183		39
Painters, Automotive, Apprentice	10	.0	11		1
Painters, Maintenance	14	.0	16		2
Plumbers &/or Pipefitters	31	.0	35		8
Production Packagers	1,162	.5	1,322		373
Sewers, Custom	43	.0	49		21

CURRENT AND PROJECTED ESTIMATED EMPLOYMENT AND JOB OPENINGS
TRADE

STATEWIDE

	Estimated 1979 Employment	Percent of Total 1979 Employment	Projected 1983 Employment	Percent of Total 1983 Employment	Total Job Openings 1979-1983
Sewing Machine Operators, Reg. Equip. - Garment	82	.0	93		23
Sewing Machine Operators, Special &/or Automatic Equipment - Garment	23	.0	26		7
Sewing Machine Operators, Reg. Equipment - Nongarment	140	.0	159		39
Sewing Machine Operators, Special &/or Automatic Equipment - Nongarment	481	.2	547		132
Sheet Metal Workers	81	.0	92		15
Stationary Engineers	16	.0	18		2
Alteration Tailors	357	.2	406		109
Tire Fabricators &/or Repairers	258	.0	294		64
Watchmakers	65	.0	74		13
Welders & Flamecutters	94	.0	107		23
Furniture Assemblers and Installers	129	.1	147		32
Baggers	2,984	1.3	3,396		580
Fuel Pump Attendants &/or Lubricators	3,628	1.6	4,129		844
Tire Changers	880	.4	1,001		204
Opticians, Dispensing and/or Optical Mechanics	212	.1	241		66
Drapery Hangers	54	.0	61		19
Household Appliance Installers	91	.0	104		21
Stock Clerks, Sales Floor	4,446	1.9	5,060		866
Furniture Finishers	169	.1	192		28
Furniture Upholsterers	39	.0	44		9
Furniture Upholsterers, Apprentice	10	.0	11		1
Bakers	289	.1	329		90
Bakers, Apprentice	29	.0	33		8
Cake Decorators	63	.0	72		21
Doughnut Makers &/or Doughnut Machine Operators	69	.0	79		22
Wood Machinists	177	.1	201		44
Conveyor Operators or Tenders	130	.1	148		32
Ceiling Tile Installers &/or Floor Layers	147	.1	167		32
Ceiling Tile Installers &/or Floor Layers, Apprentice	4	.0	5		1
Mobile Home Repairers	219	.1	249		50
Mobile Home Set-up Operators	170	.1	193		41
Picture Framers	41	.0	47		10
All Other Skilled Craft Workers	1,141	.5	1,298		237
All Other Operatives & Semiskilled Workers	1,779	.8	2,025		438
All Other Laborers and Unskilled Workers	4,840	2.1	5,508		1,126
TOTAL CLERICAL WORKERS	41,167	17.7	47,124	17.8	14,677
Bookkeeping &/or Billing Machine Operators	350	.1	401		128
Computer Operators	232	.1	266		61
Keypunch Operators	367	.2	420		148
Peripheral EDP Equipment Operators	29	.0	33		12
All Other Office Machine Operators	78	.0	89		35
Stenographers	7	.0	8		1
Accounting Clerks	1,443	.6	1,652		537
Bookkeepers, Hand	3,092	1.3	3,539		1,150
Adjustment Clerks	328	.1	375		126
Cashiers	13,943	6.0	15,961		5,272
Collectors	145	.1	166		41
File Clerks	65	.0	74		29
General Clerks, Office	5,739	2.5	6,569		2,214
Credit Authorizers	202	.1	231		78
Order Clerks	1,291	.6	1,478		485
Payroll &/or Timekeeping Clerks	97	.0	111		34
Personnel Clerks	138	.0	158		63
Procurement Clerks	33	.0	38		9
Credit Reference Clerks	42	.0	48		17
Receptionists	294	.1	337		134
Secretaries	2,052	.9	2,349		860
Service Clerks	366	.2	419		141

CURRENT AND PROJECTED ESTIMATED EMPLOYMENT AND JOB OPENINGS
TRADE

STATEWIDE

	Estimated 1979 Employment	Percent of Total 1979 Employment	Projected 1983 Employment	Percent of Total 1983 Employment	Total Job Openings 1979-1983
Switchboard Operators	177	.1	203		82
Switchboard Operator/Receptionists	376	.2	430		172
Typists	297	.1	340		132
Clerical Supervisors, Office or Plant	503	.2	576		135
All Other Office Clerical Workers	779	.3	892		301
Shipping Packers	957	.4	1,095		241
Shipping &/or Receiving Clerks	1,404	.6	1,607		317
Weighers, Record Keeping	94	.0	108		37
Stock Clerks, Stockroom, Warehouse, or Storage Yard	5,256	2.3	6,017		1,325
Dispatchers, Vehicle, Service or Work	98	.0	112		26
Marking Clerks	850	.4	973		328
All Other Plant Clerical Workers	43	.0	49		17
TOTAL SALES WORKERS	54,494	23.4	61,877	23.4	14,875
Sales Representatives, Technical	4,646	2.0	5,275		1,413
Sales Representatives, Nontechnical	20,309	8.7	23,061		6,184
Sales Clerks (Exclude Cashiers)	28,696	12.3	32,584		7,020
Demonstrators	33	.0	37		12
Sales Clerk Supervisors	429	.2	487		130
All Other Sales Workers	381	.2	433		116
TOTAL ALL OCCUPATIONS	232,512	100.0	264,157	100.0	66,504

Occupations that have been added to the "All" or "All Other" categories or collapsed into major occupational classes are as follows:

MANAGERS & OFFICERS

All Other Managers & Officers
- Fashion Coordinators

PROFESSIONAL WORKERS

All Other Engineers
- Chemical Engineers

All Other Professional Workers
- Life Scientists
- Writers &/or Editors
- Lawyers
- Nurses, Professional

TECHNICAL WORKERS

All Other Technical Workers
- Science Technicians
- Radio Operators

SERVICE WORKERS

All Other Food Service Workers
- Cooks, Institution

MAINTENANCE & PRODUCTION WORKERS

All Other Mechanics & Repairers
- Camera Repairers

All Other Skilled Craft Workers
- Gunsmiths
- Locksmiths
- Millwrights
- Oil Burner Installers & Servicers
- Custom Tailors
- Stone Carvers, Hand

All Other Operatives & Semiskilled Workers
- Carpet Sewers
- Drapery & Upholstery Measurers
- Boat Patchers, Plastic
- Variety Saw Operators
- Woodworking Machine Operators

CURRENT AND PROJECTED ESTIMATED EMPLOYMENT AND JOB OPENINGS
TRADE

APACHE COUNTY

	Estimated 1979 Employment	Projected 1983 Employment	Job Openings Due To Growth 1979-1983	Job Openings Due To Separations 1979-1983	Total Job Openings 1979-1983
TOTAL MANAGERS & OFFICERS	101	107	6	8	14
Managers, Merchandise	14	15	1	0	1
Managers, Store	64	68	4	8	12
Wholesalers	5	5	0	0	0
Managers, Restaurant, Coffee Shop, or Liquor Establishment	10	11	1	0	1
All Other Managers & Officers	8	8	0	0	0
TOTAL PROFESSIONAL WORKERS	16	18	2	3	5
Buyers	3	3	0	0	0
All Other Professional Workers	13	15	2	3	5
TOTAL SERVICE WORKERS	203	222	19	38	57
Janitors, Porters, & Cleaners	13	14	1	2	3
Bartenders	8	9	1	0	1
Butchers &/or Meat Cutters	13	14	1	0	1
Kitchen Helpers	16	18	2	4	6
Waiters or Waitresses	68	74	6	16	22
Counter Attendants, Lunchroom, Coffee Shop, or Cafeteria	9	10	1	4	5
Cooks, Short Order &/or Specialty Fast Foods	25	27	2	4	6
Cooks, Restaurant	13	14	1	4	5
Food Preparation & Service Workers, Fast Food Restaurant	22	24	2	4	6
All Other Food Service Workers	8	9	1	0	1
All Other Service Workers	8	9	1	0	1
TOTAL MAINTENANCE & PRODUCTION WORKERS	169	186	17	8	25
Mechanics, Automotive	19	21	2	0	2
All Other Mechanics And Repairers	7	8	1	0	1
Truck Drivers	8	9	1	0	1
Fuel Pump Attendants &/or Lubricators	54	59	5	4	9
Stock Clerks, Floor Sales	38	42	4	4	8
All Other Skilled Craft Workers	18	20	2	0	2
All Other Operatives & Semiskilled Workers	15	16	1	0	1
All Other Laborers & Unskilled Workers	10	11	1	0	1
TOTAL CLERICAL WORKERS	204	225	21	40	61
Bookkeepers	18	20	2	4	6
Cashiers	161	178	17	36	53
General Clerks, Office	6	6	0	0	0
All Other Office Clerical Workers	7	8	1	0	1
Stock Clerks, Stockroom, Warehouse or Storage Yard	7	8	1	0	1
All Other Plant Clerical Workers	5	5	0	0	0
TOTAL SALES WORKERS	321	352	31	36	67
Sales Clerks (Exclude Cashiers)	267	293	26	28	54
Sales Representatives, Nontechnical	51	56	5	8	13
All Other Sales Workers	3	3	0	0	0
TOTAL ALL OCCUPATIONS	1,014	1,110	96	133	229

CURRENT AND PROJECTED ESTIMATED EMPLOYMENT AND JOB OPENINGS
TRADE

APACHE COUNTY

Occupations that have been added to the "All" or "All Other" categories or collapsed into major occupational classes are as follows:

MANAGERS & OFFICERS

All Other Managers & Officers
Directors, Food & Beverage &/or Mgrs., Catering
Managers, Automotive Service Department
Managers, Automotive Parts Department

PROFESSIONAL WORKERS

All Other Professional Workers
Accountants & Auditors
Pharmacists
Designers

SERVICE WORKERS

All Other Food Service Workers
Bakers
Dining Room Attendants, Bartender Helpers, or Cafeteria Attendants

All Other Service Workers
Store Detectives

MAINTENANCE & PRODUCTION WORKERS

All Other Mechanics & Repairers
Body Repairers, Automotive

All Other Skilled Craft Workers
Cabinetmakers
Carpenters
Jewelers &/or Silversmiths

MAINTENANCE & PRODUCTION WORKERS (cont'd.)

All Other Operatives & Semiskilled Workers
Delivery & Route Workers
Order Fillers
Tire Changers

All Other Laborers & Unskilled Workers
Cleaners, Vehicle
Order Fillers
Baggers

CLERICAL WORKERS

All Other Office Clerical Workers
Bookkeeping &/or Billing Machine Operators
Accounting Clerks
Payroll &/or Timekeeping Clerks
Secretaries
Clerical Supervisors

All Other Plant Clerical Workers
Shipping &/or Receiving Clerks
Marking Clerks

SALES WORKERS

All Other Sales Workers
Sales Clerk Supervisors

CURRENT AND PROJECTED ESTIMATED EMPLOYMENT AND JOB OPENINGS
TRADE

COCHISE COUNTY

	Estimated 1979 Employment	Projected 1983 Employment	Job Openings Due To Growth 1979-1983	Job Openings Due To Separations 1979-1983	Total Job Openings 1979-1983
TOTAL MANAGERS & OFFICERS	416	440	24	44	68
Managers, Merchandise	29	31	2	4	6
Managers, Store	214	226	12	24	36
Managers, Auto Service Department	13	14	1	0	1
Managers, Auto Parts Department	11	12	1	0	1
Wholesalers	15	16	1	0	1
Managers, Restaurant, Coffee Shop, or Liquor Establishment	61	65	4	8	12
All Other Managers & Officers	73	77	4	8	12
TOTAL PROFESSIONAL WORKERS	79	84	5	8	13
Buyers	29	31	2	4	6
Accountants & Auditors	13	14	1	0	1
Pharmacists	18	19	1	4	5
Designers	11	12	1	0	1
All Other Professional Workers	8	9	1	0	1
TOTAL TECHNICAL WORKERS	4	4	0	0	0
TOTAL SERVICE WORKERS	1,189	1,273	84	227	311
Janitors, Porters, & Cleaners	71	76	5	12	17
Bartenders	64	69	5	8	13
Dining Room Attendants, Bartender Helpers, &/or Cafeteria Attendants	31	33	2	0	2
Butchers &/or Meat Cutters	43	46	3	4	7
Butchers &/or Meat Cutters, Apprentice	7	7	0	0	0
Hosts/Hostesses, Restaurant, Lounge, or Coffee Shop	4	4	0	0	0
Kitchen Helpers	89	95	6	17	23
Waiters or Waitresses	353	378	25	86	111
Counter Attendants, Lunchroom, Coffee Shop, or Cafeteria	53	57	4	12	16
Cooks, Short Order &/or Specialty Fast Foods	116	124	8	20	28
Cooks, Restaurant	77	82	5	12	17
Food Preparation & Service Workers, Fast Food Restaurant	264	282	18	52	70
All Other Food Service Workers	17	18	1	4	5
TOTAL MAINTENANCE & PRODUCTION WORKERS	840	902	62	56	118
Mechanics, Automotive	98	105	7	4	11
Body Repairers, Automotive	21	23	2	0	2
Television Servicers & Repairers, Radio &/or Tape Recorder Repairers	3	3	0	0	0
Gas & Electric Appliance Repairers	13	14	1	0	1
All Other Mechanics & Repairers	55	59	4	4	8
Truck Drivers	44	47	3	4	7
Cleaners, Vehicle	17	18	1	0	1
Delivery & Route Workers	64	69	5	4	9
Supervisors, Nonworking	16	17	1	0	1
Order Fillers	9	10	1	0	1
Painters, Automotive	4	4	0	0	0
Production Packagers	12	13	1	4	5
Baggers	43	46	3	4	7
Fuel Pump Attendants &/or Lubricators	140	150	10	12	22
Tire Changers	11	12	1	0	1
Stock Clerks, Sales Floor	149	160	11	8	19
All Other Skilled Craft Workers	80	86	6	4	10
All Other Operatives & Semiskilled Workers	23	25	2	4	6
All Other Laborers & Unskilled Workers	38	41	3	4	7

CURRENT AND PROJECTED ESTIMATED EMPLOYMENT AND JOB OPENINGS
TRADE

COCHISE COUNTY

	Estimated 1979 Employment	Projected 1983 Employment	Job Openings Due To Growth 1979-1983	Job Openings Due To Separations 1979-1983	Total Job Openings 1979-1983
TOTAL CLERICAL WORKERS	674	728	54	140	194
Bookkeeping &/or Billing Machine Operators	11	12	1	4	5
All Other Office Machine Operators	3	3	0	0	0
Accounting Clerks	34	37	3	8	11
Bookkeepers, Hand	80	86	6	17	23
Cashiers	292	315	23	66	89
General Clerks, Office	70	76	6	16	22
Order Clerks	13	14	1	4	5
Receptionists	3	3	0	0	0
Secretaries	14	15	1	4	5
Typists	8	9	1	4	5
Clerical Supervisors	13	14	1	0	1
All Other Office Clerical Workers	58	63	5	12	17
Shipping &/or Receiving Clerks	8	9	1	0	1
Stock Clerks, Stockroom, Warehouse, or Storage Yard	57	62	5	5	10
Marking Clerks	4	4	0	0	0
All Other Plant Clerical Workers	6	6	0	0	0
TOTAL SALES WORKERS	894	957	63	110	173
Sales Representatives, Technical	21	22	1	4	5
Sales Representatives, Nontechnical	232	248	16	38	54
Sales Clerks (Exclude Cashiers)	610	653	43	64	107
All Other Sales Workers	31	33	2	4	6
TOTAL ALL OCCUPATIONS	4,096	4,388	292	585	877

Occupations that have been added to the "All" or "All Other" categories or collapsed into major occupational classes are as follows:

PROFESSIONAL WORKERS

All Other Professional Workers
- Mechanical Engineers
- Personnel & Labor Relations Specialists

TECHNICAL WORKERS

- Electrical & Electronic Technicians

SERVICE WORKERS

All Other Service Workers
- Guards & Doorkeepers
- Bakers, Bread &/or Pastry
- Cosmetologists &/or Women's Hairstylists

CLERICAL WORKERS

All Other Office Clerical Workers
- Adjustment Clerks
- Credit Authorizers
- Payroll &/or Timekeeping Clerks
- Personnel Clerks
- Service Clerks
- Switchboard Operators
- Switchboard Operator/Receptionists

All Other Plant Clerical Workers
- Shipping Packers
- Weighers

SALES WORKERS

All Other Sales Workers
- Sales Clerk Supervisors

MAINTENANCE & PRODUCTION WORKERS

All Other Mecahnics & Repairers
- Bicycle Repairers
- Diesel Mechanics
- Engineering Equipment Mechanics
- Mechanics, Maintenance
- Office Machine Servicers
- Motorboat Mechanics
- Gas & Electric Repairers

All Other Skilled Craft Workers
- Automobile Repairers, Service Estimators
- Cabinetmakers
- Merchandise Displayers
- Electricians
- Glaziers
- Jewelers &/or Silversmiths
- Machinists
- Maintenance Repairers, General Utility
- Millwrights
- Stationary Engineers
- Alteration Tailors
- Watchmakers
- Opticians, Dispensing, &/or Optical Mechanics
- Bakers

CURRENT AND PROJECTED ESTIMATED EMPLOYMENT AND JOB OPENINGS
TRADE

COCHISE COUNTY

MAINTENANCE & PRODUCTION WORKERS (cont'd.)

All Other Operatives & Semiskilled Workers
Carpet Cutters &/or Carpet Layers
Industrial Truck Operators
Tire Fabricators &/or Repairers
Mobile Home Set-up Operators

All Other Laborers & Unskilled Workers
Mobile Home Repairers

CURRENT AND PROJECTED ESTIMATED EMPLOYMENT AND JOB OPENINGS
TRADE

COCONINO COUNTY

	Estimated 1979 Employment	Projected 1983 Employment	Job Openings Due To Growth 1979-1983	Job Openings Due To Separations 1979-1983	Total Job Openings 1979-1983
TOTAL MANAGERS & OFFICERS	590	638	48	73	121
Directors, Food & Beverage &/or Managers, Catering	9	10	1	0	1
Managers, Merchandise	31	34	3	4	7
Managers, Store	313	338	25	37	62
Managers, Automobile Service Department	22	24	2	4	6
Managers, Automobile Parts Department	12	13	1	0	1
Wholesalers	38	41	3	4	7
Managers, Restaurant, Coffee Shop, or Liquor Establishment	124	134	10	20	30
All Other Managers & Officers	41	44	3	4	7
TOTAL PROFESSIONAL WORKERS	92	101	9	8	17
Buyers	34	37	3	4	7
Accountants & Auditors	10	11	1	0	1
Pharmacists	17	19	2	4	6
Designers	19	21	2	0	2
All Other Professional Workers	12	13	1	0	1
TOTAL TECHNICAL WORKERS	10	11	1	0	1
TOTAL SERVICE WORKERS	2,296	2,510	214	449	663
Janitors, Porters, & Cleaners	63	69	6	9	15
Bakers	9	10	1	0	1
Bartenders	100	109	9	13	22
Dining Room Attendants, Bartender Helpers, &/or Cafeteria Attendants	126	138	12	10	22
Butchers &/or Meat Cutters	47	51	4	4	8
Hosts/Hostesses, Restaurant, Lounge, or Coffee Shop	61	67	6	16	22
Kitchen Helpers	272	297	25	54	79
Waiters or Waitresses	567	620	53	139	192
Counter Attendants, Lunchroom, Coffee Shop, or Cafeteria	195	213	18	46	64
Cooks, Short Order &/or Specialty Fast Foods	195	213	18	32	50
Cooks, Restaurant	168	184	16	28	44
Food Preparation & Service Workers, Fast Food Restaurant	456	499	43	90	133
All Other Service Workers	37	40	3	8	11
TOTAL MAINTENANCE & PRODUCTION WORKERS	1,187	1,302	115	73	188
Mechanics, Automotive	155	170	15	8	23
Body Repairers, Automotive	27	30	3	0	3
Bicycle Repairers	8	9	1	0	1
Office Machine &/or Cash Register Servicers	11	12	1	0	1
Gas & Electric Appliance Repairers	23	25	2	0	2
All Other Mechanics & Repairers	20	22	2	0	2
Truck Drivers	58	64	6	4	10
Cleaners, Vehicle	31	34	3	0	3
Delivery & Route Workers	162	178	16	8	24
Supervisors, Nonworking	8	9	1	0	1
Jewelers &/or Silversmiths	15	16	1	0	1
Maintenance Repairers, General Utility	8	9	1	0	1
Baggers	44	48	4	4	8
Fuel Pump Attendants &/or Lubricators	262	287	25	24	49
Tire Changers	23	25	2	4	6
Stock Clerks, Sales Floor	137	150	13	8	21
Bakers	4	4	0	0	0
All Other Skilled Craft Workers	87	95	8	5	13
All Other Operatives & Semiskilled Workers	45	49	4	4	8

CURRENT AND PROJECTED ESTIMATED EMPLOYMENT AND JOB OPENINGS
TRADE

COCONINO COUNTY

	Estimated 1979 Employment	Projected 1983 Employment	Job Openings Due To Growth 1979-1983	Job Openings Due To Separations 1979-1983	Total Job Openings 1979-1983
All Other Laborers and Unskilled Workers	59	65	6	4	10
TOTAL CLERICAL WORKERS	959	1,057	98	203	301
Accounting Clerks	27	30	3	7	10
Bookkeepers, Hand	101	111	10	23	33
Cashiers	435	479	44	99	143
General Clerks, Office	98	108	10	24	34
Order Clerks	18	20	2	4	6
Secretaries	28	31	3	8	11
Clerical Supervisors, Office or Plant	14	15	1	0	1
All Other Office Clerical Workers	76	84	8	18	26
Shipping &/or Receiving Clerks	20	22	2	0	2
Stock Clerks, Stockroom, Warehouse, or Storage Yard	112	123	11	12	23
All Other Plant Clerical Workers	30	33	3	8	11
TOTAL SALES WORKERS	1,051	1,150	99	130	229
Sales Representatives, Technical	23	25	2	4	6
Sales Representatives, Nontechnical	298	326	28	49	77
Sales Clerks (Exclude Cashiers)	723	791	68	77	145
All Other Sales Workers	7	8	1	0	1
TOTAL ALL OCCUPATIONS	6,185	6,769	584	936	1,520

Occupations that have been added to the "All" or "All Other" categories or collapsed into major occupational classes are as follows:

PROFESSIONAL WORKERS

All Other Professional Workers
Musicians, Instrumental
Personnel and Labor Relations Specialists

TECHNICAL WORKERS

Computer Programmers
Electrical & Electronic Technicians

SERVICE WORKERS

All Other Service Workers
Pantry, Sandwich &/or Coffee Makers
Supervisors, Nonworking

MAINTENANCE & PRODUCTION WORKERS

All Other Mechanics & Repairers
Camera Repairers
Engineering Equipment Mechanics
Marine Mechanics &/or Repairers
Television Servicers & Repairers, Radio &/or Tape Recorder Repairers

All Other Skilled Craft Workers
Automobile Repair Service Estimators
Cabinetmakers
Carpenters
Merchandise Displayers & Window Trimmers
Glaziers

MAINTENANCE & PRODUCTION WORKERS (cont'd.)

Machinists
Painters, Automotive
Alteration Tailors
Watchmakers
Furniture Finishers
Furniture Upholsterers
Ceiling Tile Installers &/or Floor Layers

All Other Operatives & Semiskilled Workers
Coin Machine Servicers &/or Vending Machine Repairers
Carpet Cutters &/or Layers
Industrial Truck Operators
Sewing Machine Operators, Regular Equip. - Nongrament
Tire Fabricators &/or Repairers
Welders & Flamecutters
Furniture Assemblers & Installers
Mobile Home Set-up Operators
Picture Framers

All Other Laborers & Unskilled Workers
Helpers, Trades
Order Fillers
Production Packagers
Mobile Home Repairers

CLERICAL WORKERS

All Other Office Clerical Workers
Bookkeeping &/or Billing Machine Operators
Computer Operators
Keypunch Operators

CURRENT AND PROJECTED ESTIMATED EMPLOYMENT AND JOB OPENINGS
TRADE

COCONINO COUNTY

CLERICAL WORKERS (cont'd.)

All Other Office Machine Operators
Adjustment Clerks
Collectors
File Clerks
Credit Authorizers
Payroll &/or Timekeeping Clerks
Personnel Clerks
Receptionists
Service Clerks
Switchboard Operators
Typists

All Other Plant Clerical Workers
Shipping Packers
Dispatchers, Vehicle, Service or Work
Marking Clerks

CURRENT AND PROJECTED ESTIMATED EMPLOYMENT AND JOB OPENINGS
TRADE

GILA COUNTY

	Estimated 1979 Employment	Projected 1983 Employment	Job Openings Due To Growth 1979-1983	Job Openings Due To Separations 1979-1983	Total Job Openings 1979-1983
TOTAL MANAGERS & OFFICERS	161	173	12	20	32
Managers, Merchandise	3	3	0	0	0
Managers, Store	90	97	7	12	19
Managers, Automobile Service Department	4	4	0	0	0
Managers, Automobile Parts Department	7	8	1	0	1
Wholesalers	9	10	1	0	1
Managers, Restaurant, Coffee Shop, or Liquor Establishment	17	18	1	4	5
All Other Managers & Officers	31	33	2	4	6
TOTAL PROFESSIONAL WORKERS	23	25	2	0	2
Buyers	7	8	1	0	1
Accountants & Auditors	5	5	0	0	0
Pharmacists	5	5	0	0	0
All Other Professional Workers	6	7	1	0	1
TOTAL SERVICE WORKERS	554	605	51	112	163
Janitors, Porters, & Cleaners	18	20	2	4	6
Bartenders	26	28	2	4	6
Butchers &/or Meat Cutters	19	21	2	0	2
Kitchen Helpers	48	52	4	8	12
Waiters or Waitresses	191	209	18	47	65
Cooks, Short Order &/or Specialty Fast Foods	38	41	3	8	11
Cooks, Restaurant	44	48	4	8	12
Food Preparation & Service Workers, Fast Food Restaurant	148	162	14	29	43
All Other Food Service Workers	22	24	2	4	6
TOTAL MAINTENANCE & PRODUCTION WORKERS	323	354	31	20	51
Mechanics, Automotive	52	57	5	4	9
All Other Mechanics & Repairers	21	23	2	0	2
Truck Drivers	15	16	1	0	1
Cleaners, Vehicle	14	15	1	0	1
Delivery & Route Workers	40	44	4	4	8
Production Packagers	7	8	1	0	1
Baggers	33	36	3	0	3
Fuel Pump Attendants &/or Lubricators	40	44	4	4	8
Stock Clerks, Sales Floor	45	49	4	4	8
All Other Skilled Craft Workers	16	18	2	0	2
All Other Operatives & Semiskilled Workers	31	34	3	4	7
All Other Laborers & Unskilled Workers	9	10	1	0	1
TOTAL CLERICAL WORKERS	318	350	32	70	102
All Office Machine Operators	1	1	0	0	0
Bookkeepers, Hand	33	36	3	8	11
Cashiers	195	215	20	44	64
General Clerks, Office	25	28	3	6	9
Order Clerks	9	10	1	0	1
Secretaries	8	9	1	4	5
All Other Office Clerical Workers	33	36	3	8	11
Stock Clerks, Stockroom, Warehouse, or Storage Yard	12	13	1	0	1
All Other Plant Clerical Workers	2	2	0	0	0
TOTAL SALES WORKERS	373	408	35	47	82
Sales Representatives, Nontechnical	112	123	11	19	30
Sales Clerks (Exclude Cashiers)	260	284	24	28	52
All Other Sales Workers	1	1	0	0	0
TOTAL ALL OCCUPATIONS	1,752	1,915	163	269	432

CURRENT AND PROJECTED ESTIMATED EMPLOYMENT AND JOB OPENINGS
TRADE

GILA COUNTY

Occupations that have been added to the "All" or "All Other" categories or collapsed into major occupational classes are as follows:

PROFESSIONAL WORKERS

All Other Professional Workers
- Personnel & Labor Relations Specialists
- Designers

SERVICE WORKERS

All Other Food Service Workers
- Bakers
- Dining Room Attendents, Bartender Helpers, or Cafeteria Attendants
- Hosts/Hostesses, Restaurant, Lounge, or Coffee Shop
- Counter Attdts., Lunchroom, Coffee Shop, or Cafeteria
- Pantry, Sandwich &/or Coffee Makers

CLERICAL WORKERS

All Other Office Clerical Workers
- Accounting Clerks
- Adjustment Clerks
- Credit Authorizers
- Payroll &/or Timekeeping Clerks
- Personnel Clerks
- Service Clerks
- Clerical Supervisors, Office or Plant

MAINTENANCE & PRODUCTION WORKERS

All Other Mechanics & Repairers
- Body Repairers, Automotive
- Mechanics, Maintenance
- Television Servicers & Repairers, Radio &/or Tape Recorder Repairers
- Gas & Electric Appliance Repairers

All Other Skilled Craft Workers
- Merchandise Displayers & Window Trimmers
- Maintenance Repairers, General Utility
- Painters, Automotive
- Bakers
- Ceiling Tile Installers &/or Floor Layers

All Other Operatives & Semiskilled Workers
- Carpet Cutters &/or Layers
- Industrial Truck Operators
- Tire Changers
- Woodworking Machine Operators
- Conveyor Operators or Tenders
- Mobile Home Set-up Operators

All Other Laborers & Unskilled Workers
- Helpers, Trades
- Mobile Home Repairers

CURRENT AND PROJECTED ESTIMATED EMPLOYMENT AND JOB OPENINGS
TRADE

GRAHAM & GREENLEE COUNTIES

	Estimated 1979 Employment	Projected 1983 Employment	Job Openings Due To Growth 1979-1983	Job Openings Due To Separations 1979-1983	Total Job Openings 1979-1983
TOTAL MANAGERS & OFFICERS	150	158	8	14	22
Managers, Merchandise	14	15	1	0	1
Managers, Store	86	91	5	10	15
Managers, Automotive Service Department	5	5	0	0	0
Managers, Automotive Parts Department	3	3	0	0	0
Wholesalers	4	4	0	0	0
Managers, Restaurant, Coffee Shop, or Liquor Establishment	11	12	1	0	1
All Other Managers	27	28	1	4	5
TOTAL PROFESSIONAL WORKERS	19	21	2	0	2
Buyers	3	3	0	0	0
Pharmacists	10	11	1	0	1
All Other Professional Workers	6	7	1	0	1
TOTAL SERVICE WORKERS	238	255	17	41	58
Janitors, Porters, & Cleaners	10	11	1	0	1
Bartenders	14	15	1	0	1
Butchers &/or Meat Cutters	16	17	1	0	1
Kitchen Helpers	23	25	2	4	6
Waiters or Waitresses	51	55	4	12	16
Counter Attendants, Lunchroom, Coffee Shop, or Cafeteria	35	37	2	8	10
Cooks, Short Order &/or Specialty Fast Foods	20	21	1	4	5
Cooks, Restaurant	28	30	2	4	6
Food Preparation & Service Workers, Fast Food Restaurant	23	25	2	4	6
All Other Food Service Workers	7	7	0	1	1
All Other Service Workers	11	12	1	4	5
TOTAL MAINTENANCE & PRODUCTION WORKERS	450	483	33	28	61
Mechanics, Automotive	57	61	4	4	8
Engineering Equipment Mechanics	18	19	1	0	1
Gas & Electric Appliance Repairers	7	7	0	0	0
All Other Mechanics & Repairers	19	20	1	0	1
Truck Drivers	6	6	0	0	0
Cleaners, Vehicle	12	13	1	0	1
Delivery & Route Workers	62	66	4	4	8
Supervisors, Nonworking	5	5	0	0	0
Machinists	4	4	0	0	0
Production Packagers	16	17	1	0	1
Baggers	44	47	3	4	7
Fuel Pump Attendants &/or Lubricators	31	33	2	4	6
Tire Changers	7	7	0	0	0
Stock Clerks, Sales Floor	79	85	6	4	10
All Other Skilled Craft Workers	26	28	2	0	2
All Other Operatives & Semiskilled Workers	35	37	2	4	6
All Other Laborers & Unskilled Workers	22	24	2	4	6
TOTAL CLERICAL WORKERS	289	311	22	62	84
Accounting Clerks	6	6	0	0	0
Bookkeepers, Hand	32	34	2	8	10
Cashiers	150	161	11	34	45
General Clerks, Office	38	41	3	8	11
Order Clerks	5	5	0	0	0
Secretaries	11	12	1	4	5
Clerical Supervisors	4	4	0	0	0
All Other Office Clerical Workers	13	14	1	4	5
Stock Clerks, Stockroom, Warehouse, or Storage Yard	28	30	2	4	6
All Other Plant Clerical Workers	2	2	0	0	0

CURRENT AND PROJECTED ESTIMATED EMPLOYMENT AND JOB OPENINGS
TRADE

GRAHAM & GREENLEE COUNTIES

	Estimated 1979 Employment	Projected 1983 Employment	Job Openings Due To Growth 1979-1983	Job Openings Due To Separations 1979-1983	Total Job Openings 1979-1983
TOTAL SALES WORKERS	376	403	27	41	68
Sales Representatives, Technical	14	15	1	0	1
Sales Representatives, Nontechnical	65	70	5	9	14
Sales Clerks (Exclude Cashiers)	297	318	21	32	53
TOTAL ALL OCCUPATIONS	1,522	1,631	109	186	295

Occupations that have been added to the "All" or "All Other" categories or collapsed into major occupational classes are as follows:

PROFESSIONAL WORKERS

All Other Professional Workers
- Accountants & Auditors
- Designers

SERVICE WORKERS

All Other Food Service Workers
- Dining Room Attendants, Bartender Helpers, or Cafeteria Attendants
- Hosts/Hostesses, Restaurant, Lounge, or Coffee Shop

All Other Service Workers
- Cosmetologists &/or Hairstylists
- Supervisors, Nonworking Service

MAINTENANCE & PRODUCTION WORKERS

All Other Mechanics and Repairers
- Body Repairers, Automotive
- Farm Equipment Mechanics
- Office Machine &/or Cash Register Servicers
- Television Servicers & Repairers, Radio &/or Tape Recorder Repairers

MAINTENANCE & PRODUCTION WORKERS (cont'd.)

All Other Skilled Craft Workers
- Cabinetmakers
- Merchandise Displayers & Window Trimmers
- Glaziers
- Maintenance Repairers, General Utility
- Bakers
- Carpenters

All Other Operatives & Semiskilled Workers
- Furniture Assemblers & Installers
- Industrial Truck Operators
- Sewing Machine Operators, Special &/or Automatic Equipment - Nongarment
- Tire Fabricators &/or Repairers
- Furniture Assemblers & Installers
- Doughnut Makers &/or Doughnut Machine Operators
- Mobile Home Set-up Operators
- Picture Framers

CLERICAL WORKERS

All Other Office Clerical Workers
- Bookkeeping &/or Billing Operators
- Adjustment Clerks
- Personnel Clerks

CURRENT AND PROJECTED ESTIMATED EMPLOYMENT AND JOB OPENINGS
TRADE

MARICOPA COUNTY

	Estimated 1979 Employment	Projected 1983 Employment	Job Openings Due To Growth 1979-1983	Job Openings Due To Separations 1979-1983	Total Job Openings 1979-1983
TOTAL MANAGERS & OFFICERS	14,636	16,455	1,819	1,834	3,653
Directors, Food & Beverage &/or Managers, Catering	110	124	14	16	30
Managers, Merchandise	1,160	1,304	144	110	254
Managers, Store	6,222	6,995	773	760	1,533
Managers, Automotive Service Department	312	351	39	38	77
Managers, Automotive Parts Department	216	243	27	27	54
Wholesalers	1,880	2,114	234	230	464
Managers, Restaurant, Coffee Shop, or Liquor Establishment	2,421	2,721	300	369	669
All Other Managers & Officers	2,315	2,602	287	284	571
TOTAL PROFESSIONAL WORKERS	3,454	3,941	487	433	920
Electrical & Electronic Engineers	170	194	24	8	32
Mechanical Engineers	133	152	19	5	24
All Other Engineers	4	5	1	0	1
Chemists	12	14	2	0	2
Systems Analysts, Electronic Data Processing	133	152	19	4	23
Purchasing Agents &/or Buyers	8	9	1	0	1
Buyers	916	1,045	129	131	260
Accountants & Auditors	486	554	68	70	138
Commercial Artists	52	59	7	8	15
Writers &/or Editors	18	21	3	4	7
Musicians, Instrumental	64	73	9	8	17
Personnel & Labor Relations Specialists	94	107	13	12	25
Pharmacists	428	488	60	79	139
Designers	564	644	80	48	128
All Other Professional Workers	372	424	52	56	108
TOTAL TECHNICAL WORKERS	1,203	1,372	169	61	230
Computer Programmers	95	108	13	4	17
Drafters	27	31	4	0	4
Electrical & Electronic Technicians	922	1,051	129	42	171
All Other Engineering Technicians	24	27	3	3	6
All Other Technical Workers	135	154	19	12	31
TOTAL SERVICE WORKERS	35,765	40,688	4,923	6,892	11,815
Janitors, Porters, & Cleaners	1,721	1,958	237	268	505
Guards & Doorkeepers	267	304	37	12	49
Bakers	286	325	39	50	89
Bartenders	1,552	1,766	214	219	433
Dining Room Attendants, Bartender Helpers, or Cafeteria Attendants	2,227	2,534	307	108	415
Butchers &/or Meat Cutters	735	836	101	60	161
Butchers &/or Meat Cutters, Apprentice	65	73	8	4	12
Hosts/Hostesses, Restaurant, Lounge, or Coffee Shop	930	1,058	128	235	363
Kitchen Helpers	3,442	3,916	474	698	1,172
Waiters or Waitresses	8,769	9,976	1,207	2,214	3,421
Counter Attendants, Lunchroom, Coffee Shop, or Cafeteria	1,340	1,524	184	326	510
Cooks, Short Order &/or Specialty Fast Foods	2,294	2,610	316	382	698
Cooks, Restaurant	2,563	2,916	353	428	781
Food Preparation & Service Workers, Fast Food Restaurant	8,566	9,745	1,179	1,736	2,915
Pantry, Sandwich, &/or Coffee Makers	318	362	44	64	108
All Other Food Service Workers	5	6	1	0	1
Cosmetologists &/or Hairstylists	133	151	18	42	60
Supervisors, Nonworking Service	165	188	23	12	35
Checkers, Fitting Room	83	94	11	8	19
Store Detectives	237	270	33	10	43
All Other Service Workers	67	76	9	16	25

CURRENT AND PROJECTED ESTIMATED EMPLOYMENT AND JOB OPENINGS
TRADE

MARICOPA COUNTY

	Estimated 1979 Employment	Projected 1983 Employment	Job Openings Due To Growth 1979-1983	Job Openings Due To Separations 1979-1983	Total Job Openings 1979-1983
TOTAL MAINTENANCE & PRODUCTION WORKERS	34,315	39,161	4,846	2,672	7,518
Mechanics, Aircraft	63	72	9	4	13
Mechanics, Automotive	3,109	3,548	439	192	631
Mechanics, Automotive, Apprentice	120	137	17	8	25
Body Repairers, Automotive	488	557	69	28	97
Bicycle Repairers	44	50	6	4	10
Diesel Mechanics	474	541	67	31	98
Diesel Mechanics, Apprentice	82	94	12	4	16
Farm Equipment Mechanics	25	29	4	0	4
Engineering Equipment Mechanics	650	742	92	40	132
Engineering Equipment Mechanics, Apprentice	60	68	8	4	12
Marine Mechanics &/or Repairers	28	32	4	2	6
Mechanics, Maintenance	89	102	13	7	20
Office Machine &/or Cash Register Servicers	330	377	47	21	68
Refrigeration & Air Conditioning Mechanics	85	97	12	6	18
Television Servicers & Repairers, Radio &/or Tape Recorder Repairers	194	221	27	9	36
Television Servicers & Repairers, Radio &/or Tape Recorder Repairers, Apprentice	10	11	1	0	1
Coin Machine Servicers &/or Vending Machine Repairers	184	210	26	12	38
Motorboat Mechanics	15	17	2	0	2
Gas & Electric Appliance Repairers	371	423	52	26	78
All Other Mechanics & Repairers	358	408	50	25	75
Truck Drivers	1,829	2,087	258	100	358
Automobile Repair Service Estimators	100	114	14	7	21
Cabinetmakers	556	634	78	37	115
Carpet Cutters &/or Layers	153	175	22	4	26
Carpenters	249	284	35	24	59
Cleaners, Vehicle	625	713	88	27	115
Delivery & Route Workers	3,531	4,029	498	194	692
Merchandise Displayers & Window Trimmers	127	145	18	28	46
Electricians	30	34	4	4	8
Supervisors, Nonworking	1,148	1,310	162	89	251
Glaziers	85	97	12	7	19
Industrial Truck Operators	397	453	56	21	77
Instrument Repairers	50	57	7	4	11
Jewelers &/or Silversmiths	186	212	26	26	52
Jewelers &/or Silversmiths, Apprentice	28	32	4	4	8
Machinists	143	163	20	12	32
Maintenance Repairers, General Utility	689	786	97	49	146
Helpers, Trades	143	163	20	13	33
Musical Instrument Repairers	28	32	4	2	6
Order Fillers	1,064	1,214	150	60	210
Painters, Automotive	112	128	16	12	28
Painters, Automotive, Apprentice	9	10	1	0	1
Painters, Maintenance	14	16	2	0	2
Plumbers &/or Pipefitters	31	35	4	4	8
Production Packagers	830	947	117	152	269
Sewers, Custom	25	29	4	8	12
Sewing Machine Operators, Regular Equipment - Garment	69	79	10	9	19
Sewing Machine Operators, Special &/or Automatic Equipment - Garment	23	26	3	4	7
Sewing Machine Operators Regular Equipment - Nongarment	111	127	16	16	32
Sewing Machine Operators Special, &/or Automatic Equipment - Nongarment	419	478	59	58	117

CURRENT AND PROJECTED ESTIMATED EMPLOYMENT AND JOB OPENINGS
TRADE

MARICOPA COUNTY

	Estimated 1979 Employment	Projected 1983 Employment	Job Openings Due To Growth 1979-1983	Job Openings Due To Separations 1979-1983	Total Job Openings 1979-1983
Alteration Tailers	252	288	36	42	78
Tire Fabricators &/or Repairers	160	183	23	17	40
Watchmakers	55	63	8	4	12
Welders & Flamecutters	83	95	12	8	20
Furniture Assemblers & Installers	112	128	16	12	28
Baggers	2,100	2,396	296	118	414
Fuel Pump Attendants &/or Lubricators	1,708	1,949	241	161	402
Tire Changers	517	590	73	49	122
Opticians, Dispensing &/or Optical Mechanics	195	223	28	34	62
Drapery Hangers	44	50	6	10	16
Household Appliance Installers	40	46	6	4	10
Stock Clerks, Sales Floor	2,447	2,793	346	138	484
Furniture Finishers	131	149	18	4	22
Furniture Upholsterers	31	35	4	4	8
Bakers	224	256	32	39	71
Doughnut Makers &/or Doughnut Machine Operators	24	27	3	4	7
Wood Machinists	103	118	15	12	27
Conveyor Operators or Tenders	105	120	15	12	27
Ceiling Tile Installers &/or Floor Layers	28	32	4	4	8
Mobile Home Repairers	134	153	19	12	31
Mobile Home Set-up Operators	96	110	14	11	25
Picture Framers	28	32	4	4	8
All Other Skilled Craft Workers	1,085	1,238	153	76	229
All Other Operatives & Semiskilled Workers	1,391	1,587	196	150	346
All Other Laborers & Unskilled Workers	3,639	4,153	514	345	859
TOTAL CLERICAL WORKERS	27,067	31,069	4,002	5,715	9,717
Bookkeeping &/or Billing Machine Operators	202	232	30	45	75
Computer Operators	203	233	30	24	54
Keypunch Operators	319	366	47	83	130
All Other Office Machine Operators	77	88	11	23	34
Accounting Clerks	1,066	1,224	158	244	402
Bookkeepers, Hand	1,804	2,071	267	411	678
Adjustment Clerks	145	166	21	35	56
Cashiers	7,621	8,748	1,127	1,782	2,909
Collectors	111	127	16	16	32
File Clerks	47	54	7	15	22
General Clerks, Office	4,180	4,798	618	1,010	1,628
Credit Authorizers	141	162	21	34	55
Order Clerks	997	1,144	147	229	376
Payroll &/or Timekeeping Clerks	64	73	9	12	21
Personnel Clerks	89	102	13	28	41
Procurement Clerks	31	35	4	4	8
Credit Reference Clerks	36	41	5	8	13
Receptionists	218	250	32	68	100
Secretaries	1,584	1,818	234	435	669
Service Clerks	255	293	38	62	100
Switchboard Operators	141	162	21	44	65
Switchboard Operator/Receptionists	296	340	44	92	136
Typists	248	285	37	75	112
Clerical Supervisors, Office or Plant	291	334	43	37	80
All Other Office Clerical Workers	595	683	88	144	232
Shipping Packers	692	794	102	75	177
Shipping &/or Receiving Clerks	979	1,124	145	80	225

CURRENT AND PROJECTED ESTIMATED EMPLOYMENT AND JOB OPENINGS
TRADE

MARICOPA COUNTY

	Estimated 1979 Employment	Projected 1983 Employment	Job Openings Due To Growth 1979-1983	Job Openings Due To Separations 1979-1983	Total Job Openings 1979-1983
Weighers, Record Keeping	57	65	8	13	21
Stock Clerks, Stockroom, Warehouse, or Storage Yard	3,813	4,377	564	410	974
Dispatchers, Vehicle, Service or Work	71	82	11	8	19
Marking Clerks	684	785	101	165	266
All Other Plant Clerical Workers	10	11	1	4	5
TOTAL SALES WORKERS	37,994	43,262	5,268	5,315	10,583
Sales Representatives, Technical	3,770	4,293	523	638	1,161
Sales Representatives, Nontechnical	15,108	17,203	2,095	2,558	4,653
Sales Clerks (Exclude Cashiers)	18,547	21,119	2,572	2,022	4,594
Sales Clerk Supervisors	238	271	33	41	74
All Other Sales Workers	331	377	46	56	102
TOTAL ALL OCCUPATIONS	154,434	175,948	21,514	22,922	44,436

Occupations that have been added to the "All" or "All Other" categories or collapsed into major occupational classes are as follows:

MANAGERS & OFFICERS

All Other Managers & Officers
Fashion Coordinators

PROFESSIONAL WORKERS

All Other Professional Workers
Lawyers
Nurses, Professional
Public Relations Practitioners

TECHNICAL WORKERS

All Other Technical Workers
Pharmacy Helpers

SERVICE WORKERS

All Other Food Service Workers
Cooks, Institution

MAINTENANCE & PRODUCTION WORKERS

All Other Mechanics & Repairers
Electric Tool Repairers

MAINTENANCE & PRODUCTION WORKERS (cont'd.)

All Other Skilled Craft Workers
Gunsmiths
Locksmiths
Furnace Installers & Repairers, Hot Air
Millwrights
Oil Burner Installers & Servicers
Sheet Metal Workers
Stationary Engineers
Custom Tailors
Cake Decorators

All Other Operatives & Semiskilled Workers
Carpet Sewers
Marine Service Station Attendants
Drapery & Upholstery Measurers
Boat Patchers, Plastic
Variety Saw Operators
Woodworking Machine Operators

CLERICAL WORKERS

All Other Office Machine Workers
Peripheral EDP Equipment Operators

All Other Office Clerical Workers
Stenographers

SALES WORKERS

All Other Sales Workers
Demonstrators

CURRENT AND PROJECTED ESTIMATED EMPLOYMENT AND JOB OPENINGS
TRADE

MOHAVE COUNTY

	Estimated 1979 Employment	Projected 1983 Employment	Job Openings Due To Growth 1979-1983	Job Openings Due To Separations 1979-1983	Total Job Openings 1979-1983
TOTAL MANAGERS & OFFICERS	354	407	53	49	102
Managers, Merchandise	16	18	2	3	5
Managers, Store	173	199	26	21	47
Managers, Automotive Service Department	14	16	2	1	3
Managers, Automotive Parts Department	9	10	1	0	1
Wholesalers	18	21	3	4	7
Managers, Restaurant, Coffee Shop, or Liquor Establishment	71	82	11	12	23
All Other Managers & Officers	53	61	8	8	16
TOTAL PROFESSIONAL WORKERS	50	58	8	10	18
Buyers	19	22	3	4	7
Accountants & Auditors	8	9	1	0	1
Pharmacists	11	13	2	4	6
All Other Professional Workers	12	14	2	2	4
TOTAL SERVICE WORKERS	1,075	1,251	176	219	395
Janitors, Porters, & Cleaners	26	30	4	4	8
Bartenders	36	42	6	4	10
Dining Room Attendants, Bartender Helpers, or Cafeteria Attendants	10	12	2	0	2
Butchers &/or Meat Cutters	43	50	7	4	11
Butchers &/or Meat Cutters, Apprentice	5	6	1	0	1
Hosts/Hostesses, Restaurant, Lounge, or Coffee Shop	11	13	2	4	6
Kitchen Helpers	99	115	16	20	36
Waiters or Waitresses	269	313	44	69	113
Cooks, Short Order &/or Specialty Fast Foods	65	76	11	12	23
Cooks, Restaurant	62	72	10	12	22
Food Preparation & Service Workers, Fast Food Restaurant	442	514	72	90	162
All Other Food Service Workers	7	8	1	0	1
TOTAL MAINTENANCE & PRODUCTION WORKERS	702	819	117	44	161
Mechanics, Automotive	100	117	17	7	24
Marine Mechanics &/or Repairers	5	6	1	0	1
All Other Mechanics & Repairers	49	57	12	4	16
Truck Drivers	47	55	8	4	12
Cleaners, Vehicle	25	29	4	0	4
Delivery & Route Workers	62	72	10	4	14
Supervisors, Nonworking	10	12	2	0	2
Production Packagers	23	27	4	4	8
Baggers	32	37	5	0	5
Fuel Pump Attendants &/or Lubricators	164	191	27	16	43
Stock Clerks, Sales Floor	60	70	10	4	14
Ceiling Tile Installers &/or Floor Layers	7	8	1	0	1
All Other Skilled Craft Workers	44	51	7	4	11
All Other Operatives & Semiskilled Workers	35	41	6	4	10
All Other Laborers & Unskilled Workers	39	45	6	4	10
TOTAL CLERICAL WORKERS	644	756	112	150	262
All Office Machine Operators	13	15	2	4	6
Accounting Clerks	9	11	2	4	6
Bookkeepers, Hand	49	58	9	12	21
Cashiers	382	448	66	90	156
General Clerks, Office	61	72	11	16	27
Order Clerks	13	15	2	4	6
Secretaries	16	19	3	4	7
All Other Office Clerical Workers	47	55	8	12	20

CURRENT AND PROJECTED ESTIMATED EMPLOYMENT AND JOB OPENINGS
TRADE

MOHAVE COUNTY

	Estimated 1979 Employment	Projected 1983 Employment	Job Openings Due To Growth 1979-1983	Job Openings Due To Separations 1979-1983	Total Job Openings 1979-1983
Shipping &/or Receiving Clerks	5	6	1	0	1
Stock Clerks, Stockroom, Warehouse, or Storage Yard	48	56	8	4	12
All Other Plant Clerical Workers	1	1	0	0	0
TOTAL SALES WORKERS	508	591	83	69	152
Sales Representatives, Nontechnical	155	180	25	27	52
Sales Clerks (Exclude Cashiers)	341	397	56	38	94
All Other Sales Workers	12	14	2	4	6
TOTAL ALL OCCUPATIONS	3,333	3,882	549	541	1,090

Occupations that have been added to the "All" or "All Other" categories or collapsed into major occupational classes are as follows:

MANAGERS & OFFICERS

All Other Managers & Officers
Directors, Food & Beverage, &/or Mgrs., Catering

PROFESSIONAL WORKERS

All Other Professional Workers
Designers

MAINTENANCE & PRODUCTION WORKERS

All Other Mechanics & Repairers
Body Repairers, Automotive
Office Machine &/or Cash Register Servicers
Television Servicers & Repairers, Radio &/or Tape Recorder Repairers
Coin Machine Service &/or Vending Machine Repairers
Motorboat Mechanics
Gas & Electric Appliance Repairers

All Other Skilled Craft Workers
Cabinetmakers
Carpenters
Glaziers
Jewelers &/or Silversmiths
Machinists
Maintenance Repairers, General Utility
Painters, Automotive
Watchmakers
Bakers
Wood Machinists

MAINTENANCE & PRODUCTION WORKERS (cont'd.)

All Other Operatives & Semiskilled Workers
Carpet Cutters &/or Layers
Industrial Truck Operators
Sewing Machine Operators, Reg. Equip. - Nongarment
Tire Fabricators &/or Repairers
Mobile Home Set-up Operators

All Other Laborers & Unskilled Workers
Helpers, Trades
Mobile Home Repairers

CLERICAL WORKERS

All Other Office Clerical Workers
Adjustment Clerks
Receptionists
Service Clerks
Switchboard Operator/Receptionists
Typists
Clerical Supervisors, Office or Plant

SALES WORKERS

All Other Sales Workers
Sales Representatives, Technical

CURRENT AND PROJECTED ESTIMATED EMPLOYMENT AND JOB OPENINGS
TRADE

NAVAJO COUNTY

	Estimated 1979 Employment	Projected 1983 Employment	Job Openings Due To Growth 1979-1983	Job Openings Due To Separations 1979-1983	Total Job Openings 1979-1983
TOTAL MANAGERS & OFFICERS	364	390	26	43	69
Managers, Merchandise	9	10	1	0	1
Managers, Store	224	240	16	27	43
Managers, Automotive Service Department	8	8	0	0	0
Managers, Automotive Parts Department	4	4	0	0	0
Wholesalers	11	12	1	0	1
Managers, Restaurant, Coffee Shop, or Liquor Establishment	55	59	4	8	12
All Other Managers & Officers	53	57	4	8	12
TOTAL PROFESSIONAL WORKERS	40	43	3	4	7
Buyers	23	25	2	4	6
Accountants and Auditors	6	6	0	0	0
Pharmacists	9	10	1	0	1
All Other Professional Workers	2	2	0	0	0
TOTAL SERVICE WORKERS	1,054	1,142	88	202	290
Janitors, Porters, & Cleaners	29	31	2	4	6
Bartenders	43	47	4	5	9
Dining Room Attendants, Bartender Helpers, or Cafeteria Attendants	20	22	2	0	2
Butchers &/or Meat Cutters	30	32	2	4	6
Hosts/Hostesses, Restaurant, Lounge, or Coffee Shop	8	9	1	0	1
Kitchen Helpers	138	149	11	28	39
Waiters or Waitresses	338	366	28	82	110
Counter Attendants, Lunchroom, Coffee Shop, or Cafeteria	21	23	2	4	6
Cooks, Short Order &/or Specialty Fast Foods	117	127	10	20	30
Cooks, Restaurant	107	116	9	16	25
Food Preparation & Service Workers, Fast Food Restaurant	196	212	16	39	55
All Other Service Workers	7	8	1	0	1
TOTAL MAINTENANCE & PRODUCTION WORKERS	717	779	62	56	118
Mechanics, Automotive	86	93	7	4	11
Body Repairers, Automotive	7	8	1	0	1
Gas & Electric Appliance Repairers	11	12	1	0	1
All Other Mechanics & Repairers	24	26	2	0	2
Truck Drivers	52	56	4	4	8
Cleaners, Vehicle	10	11	1	0	1
Delivery and Route Workers	47	51	4	4	8
Industrial Truck Operators	5	5	0	0	0
Machinists	4	4	0	0	0
Production Packagers	14	15	1	4	5
Baggers	46	50	4	4	8
Fuel Pump Attendants &/or Lubricators	250	272	22	24	46
Tire Changers	10	11	1	0	1
Stock Clerks, Sales Floor	114	124	10	8	18
Bakers	5	5	0	0	0
All Other Skilled Craft Workers	10	11	1	0	1
All Other Operatives & Semiskilled Workers	20	22	2	4	6
All Other Laborers & Unskilled Workers	2	2	0	0	0
TOTAL CLERICAL WORKERS	536	585	49	114	163
Accounting Clerks	5	6	1	0	1
Bookkeepers, Hand	56	61	5	12	17
Cashiers	324	354	30	74	104
General Clerks, Office	36	39	3	8	11
Order Clerks	17	19	2	4	6
Secretaries	10	11	1	4	5

CURRENT AND PROJECTED ESTIMATED EMPLOYMENT AND JOB OPENINGS
TRADE

NAVAJO COUNTY

	Estimated 1979 Employment	Projected 1983 Employment	Job Openings Due To Growth 1979-1983	Job Openings Due To Separations 1979-1983	Total Job Openings 1979-1983
Typists	4	4	0	0	0
All Other Office Clerical Workers	36	39	3	8	11
Shipping &/or Receiving Clerks	7	8	1	0	1
Stock Clerks, Stockroom, Warehouse, or Storage Yard	40	43	3	4	7
All Other Plant Clerical Workers	1	1	0	0	0
TOTAL SALES WORKERS	654	709	55	75	130
Sales Representatives, Nontechnical	127	138	11	20	31
Sales Clerks (Exclude Cashiers)	524	568	44	55	99
All Other Sales Workers	3	3	0	0	0
TOTAL ALL OCCUPATIONS	3,365	3,648	283	494	777

Occupations that have been added to the "All" or "All Other" categories or collapsed into major occupational classes are as follows:

SERVICE WORKERS

All Other Service Workers
Supervisors, Nonworking Service

MAINTENANCE & PRODUCTION WORKERS

All Other Mechanics & Repairers
Diesel Mechanics
Office Machine &/or Cash Register Servicers

All Other Skilled Craft Workers
Automobile Repair Service Estimators
Cabinetmakers
Maintenance Repairers, General Utility

All Other Operatives & Semiskilled Workers
Carpet Cutters &/or Carpet Layers

CLERICAL WORKERS

All Other Office Clerical Workers
Bookkeeping &/or Billing Machine Operators
Adjustment Clerks
Collectors
Service Clerks
Switchboard Operator/Receptionists
Clerical Supervisors, Office or Plant

CURRENT AND PROJECTED ESTIMATED EMPLOYMENT AND JOB OPENINGS
TRADE

PIMA COUNTY

	Estimated 1979 Employment	Projected 1983 Employment	Job Openings Due To Growth 1979-1983	Job Openings Due To Separations 1979-1983	Total Job Openings 1979-1983
TOTAL MANAGERS & OFFICERS	3,827	4,301	474	486	960
Directors, Food & Beverage &/or Managers, Catering	68	76	8	11	19
Managers, Merchandise	232	261	29	22	51
Managers, Store	1,797	2,020	223	219	442
Managers, Automotive Service Department	87	98	11	12	23
Managers, Automotive Parts Department	73	82	9	8	17
Wholesalers	308	346	38	38	76
Managers, Restaurant, Coffee Shop, or Liquor Establishment	748	841	93	114	207
All Other Managers & Officers	514	578	64	62	126
TOTAL PROFESSIONAL WORKERS	1,019	1,162	143	137	280
Electrical & Electronic Engineers	6	7	1	0	1
Mechanical Engineers	20	23	3	0	3
All Other Engineers	12	14	2	0	2
Systems Analysts, Electronic Data Processing	23	26	3	0	3
Purchasing Agents &/or Buyers	10	11	1	0	1
Buyers	312	356	44	45	89
Accountants & Auditors	100	114	14	15	29
Commercial Artists	18	21	3	4	7
Writers &/or Editors	7	8	1	0	1
Musicians, Instrumental	63	72	9	8	17
Personnel & Labor Relations Specialists	20	23	3	4	7
Pharmacists	153	174	21	28	49
Designers	132	151	19	12	31
All Other Professional Workers	143	163	20	21	41
TOTAL TECHNICAL WORKERS	209	238	29	10	39
Computer Programmers	8	9	1	0	1
Drafters	8	9	1	0	1
Electrical & Electronic Technicians	132	150	18	6	24
All Other Engineering Technicians	3	3	0	0	0
All Other Technical Workers	58	66	8	4	12
TOTAL SERVICE WORKERS	11,009	12,518	1,509	2,123	3,632
Janitors, Porters, & Cleaners	535	608	73	83	156
Guards & Doorkeepers	62	70	8	4	12
Bakers	59	67	8	11	19
Bartenders	554	630	76	78	-154
Dining Room Attendants, Bartender Helpers, or Cafeteria Attendants	616	700	84	30	114
Butchers &/or Meat Cutters	282	321	39	23	62
Butchers &/or Meat Cutters, Apprentice	15	17	2	0	2
Hosts/Hostesses, Restaurant, Lounge, or Coffee Shop	320	364	44	81	125
Kitchen Helpers	1,007	1,145	138	205	343
Waiters or Waitresses	2,783	3,164	381	702	1,083
Counter Attendants, Lunchroom, Coffee Shop, or Cafeteria	601	683	82	146	228
Cooks, Short Order &/or Specialty Fast Foods	861	979	118	144	262
Cooks, Restaurant	759	863	104	126	230
Cooks, Restaurant, Apprentice	46	52	6	8	14
Food Preparation & Service Workers, Fast Food Restaurant	2,069	2,353	284	419	703
Pantry, Sandwich &/or Coffee Makers	204	232	28	41	69
Supervisors, Nonworking Service	115	131	16	8	24
Checkers, Fitting Room	38	43	5	4	9
Store Detectives	47	53	6	2	8
All Other Service Workers	36	41	5	8	13

CURRENT AND PROJECTED ESTIMATED EMPLOYMENT AND JOB OPENINGS
TRADE

PIMA COUNTY

	Estimated 1979 Employment	Projected 1983 Employment	Job Openings Due To Growth 1979-1983	Job Openings Due To Separations 1979-1983	Total Job Openings 1979-1983
TOTAL MAINTENANCE & PRODUCTION WORKERS	7,458	8,507	1,049	565	1,614
Mechanics, Aircraft	40	46	6	0	6
Mechanics, Automotive	696	794	98	43	141
Mechanics, Automotive, Apprentice	70	80	10	4	14
Body Repairers, Automotive	136	155	19	8	27
Bicycle Repairers	18	21	3	0	3
Diesel Mechanics	78	89	11	4	15
Engineering Equipment Mechanics	82	94	12	4	16
Office Machine &/or Cash Register Servicers	102	116	14	8	22
Television Servicers & Repairers, Radio &/or Tape Recorder Repairers	45	51	6	4	10
Gas & Electric Appliance Repairers	76	87	11	4	15
All Other Mechanics & Repairers	83	95	12	5	17
Truck Drivers	353	403	50	20	70
Automobile Repair Service Estimators	26	30	4	0	4
Cabinetmakers	59	67	8	4	12
Cabinetmakers, Apprentice	11	13	2	0	2
Carpenters	43	49	6	4	10
Cleaners, Vehicle	113	129	16	4	20
Delivery & Route Workers	820	935	115	45	160
Merchandise Displayers & Window Trimmers	30	34	4	8	12
Supervisors, Nonworking	164	187	23	12	35
Glaziers	18	21	3	0	3
Industrial Truck Operators	61	70	9	4	13
Machinists	31	35	4	4	8
Maintenance Repairers, General Utility	136	155	19	9	28
Helpers, Trades	70	80	10	4	14
Musical Instrument Repairers	13	15	2	0	2
Order Fillers	153	175	22	15	37
Painters, Automotive	32	37	5	4	9
Production Packagers	150	171	21	28	49
Sewing Machine Operators, Regular Equipment - Nongarment	18	21	3	4	7
Sewing Machine Operators, Special &/or Automatic Equipment - Nongarment	58	66	8	8	16
Sheet Metal Workers	36	41	5	0	5
Alteration Tailors	89	102	13	16	29
Tire Fabricators &/or Repairers	59	67	8	8	16
Welders & Flamecutters	7	8	1	0	1
Baggers	449	512	63	25	88
Fuel Pump Attendants &/or Lubricators	588	671	83	56	139
Tire Changers	246	281	35	24	59
Drapery Hangers	10	11	1	4	5
Household Appliance Installers	47	54	7	4	11
Stock Clerks, Floor Sales	928	1,059	131	52	183
Furniture Finishers	31	35	4	0	4
Furniture Upholsterers	12	14	2	1	3
Bakers	51	58	7	8	15
Doughnut Makers &/or Doughnut Machine Operators	32	37	5	4	9
Wood Machinists	67	76	9	8	17
Ceiling Tile Installers &/or Floor Layers	105	120	15	8	23
Mobile Home Repairers	42	48	6	4	10
Mobile Home Set-up Operators	42	48	6	4	10
Picture Framers	6	7	1	0	1
All Other Skilled Craft Workers	107	122	15	8	23
All Other Operatives & Semiskilled Workers	230	262	32	24	56
All Other Laborers & Unskilled Workers	489	558	69	46	115

CURRENT AND PROJECTED ESTIMATED EMPLOYMENT AND JOB OPENINGS
TRADE

PIMA COUNTY

	Estimated 1979 Employment	Projected 1983 Employment	Job Openings Due To Growth 1979-1983	Job Openings Due To Separations 1979-1983	Total Job Openings 1979-1983
TOTAL CLERICAL WORKERS	6,890	7,904	1,014	1,464	2,478
Bookkeeping &/or Billing Machine Operators	91	104	13	20	33
Computer Operators	25	29	4	4	8
Keypunch Operators	33	38	5	8	13
All Other Office Machine Operators	3	3	0	0	0
Accounting Clerks	178	204	26	41	67
Bookkeepers, Hand	603	692	89	138	227
Adjustment Clerks	82	94	12	20	32
Cashiers	2,874	3,297	423	671	1,094
Collectors	23	26	3	4	7
General Clerks, Office	789	905	116	190	306
Credit Authorizers	29	33	4	8	12
Order Clerks	146	167	21	33	54
Payroll &/or Timekeeping Clerks	14	16	2	4	6
Personnel Clerks	18	21	3	5	8
Credit Reference Clerks	6	7	1	0	1
Receptionists	49	56	7	16	23
Secretaries	231	265	34	64	98
Service Clerks	92	106	14	23	37
Switchboard Operators	27	31	4	4	8
Switchboard Operator/Receptionists	62	71	9	20	29
Typists	17	20	3	4	7
Clerical Supervisors, Office or Plant	101	116	15	12	27
All Other Office Clerical Workers	89	102	13	21	34
Shipping Packers	96	110	14	11	25
Shipping &/or Receiving Clerks	259	297	38	21	59
Stock Clerks, Stockroom, Warehouse, or Storage Yard	801	919	118	86	204
Dispatchers, Vehicle, Service or Work	23	26	3	4	7
Marking Clerks	79	91	12	20	32
All Other Plant Clerical Workers	50	57	7	12	19
TOTAL SALES WORKERS	8,986	10,226	1,240	1,221	2,461
Sales Representatives, Technical	710	808	98	122	220
Sales Representatives, Nontechnical	3,070	3,494	424	520	944
Sales Clerks (Exclude Cashiers)	5,009	5,700	691	546	1,237
Sales Clerk Supervisors	139	158	19	24	43
All Other Sales Workers	58	66	8	9	17
TOTAL ALL OCCUPATIONS	39,398	44,856	5,458	6,006	11,464

Occupations that have been added to the "All" or "All Other" categories or collapsed into major occupational classes are as follows:

PROFESSIONAL WORKERS

All Other Professional Workers
Chemical Engineers
Chemists
Life Scientists
Laywers

TECHNICAL WORKERS

All Other Technical Workers
Science Technicians
Radio Operators
Pharmacy Helpers

SERVICE WORKERS

All Other Service Workers
Cooks, Institution
Cosmetologists &/or Women's Hairstylists

MAINTENANCE & PRODUCTION WORKERS

All Other Mechanics & Repairers
Farm Equipment Mechanics
Marine Mechanics &/or Repairers
Mechanics, Maintenance
Refrigeration Mechanics
Motorboat Mechanics

CURRENT AND PROJECTED ESTIMATED EMPLOYMENT AND JOB OPENINGS
TRADE

PIMA COUNTY

MAINTENANCE & PRODUCTION WORKERS (cont'd.)

All Other Skilled Craft Workers
Electricians
Furnace Installers & Repairers, Hot Air
Instrument Repairers
Jewelers & Silversmiths
Sewers, Custom (Exclude Alteration Tailors)
Stationary Engineers
Watchmakers
Opticians, Dispensing &/or Optical Mechanics
Cake Decorators
Stone Carvers, Hand

MAINTENANCE & PRODUCTION WORKERS (cont'd.)

All Other Operatives & Semiskilled Workers
Carpet Cutters &/or Layers
Sewing Machine Operators, Regular Equip. - Garment
Furniture Assemblers & Installers
Drapery & Upholstery Measurers

CLERICAL WORKERS

All Other Clerical Workers
Peripheral EDP Equipment Operators
Stenographers
Procurement Clerks

All Other Plant Clerical Workers
Weighers, Record Keeping

CURRENT AND PROJECTED ESTIMATED EMPLOYMENT AND JOB OPENINGS
TRADE

PINAL COUNTY

	Estimated 1979 Employment	Projected 1983 Employment	Job Openings Due To Growth 1979-1983	Job Openings Due To Separations 1979-1983	Total Job Openings 1979-1983
TOTAL MANAGERS & OFFICERS	390	416	26	44	70
Managers, Merchandise	13	14	1	0	1
Managers, Store	199	212	13	24	37
Managers, Automotive Service Dept.	16	17	1	0	1
Managers, Automotive Parts Department	17	18	1	0	1
Wholesalers	27	29	2	4	6
Managers, Restaurant, Coffee Shop, or Liquor Establishment	56	60	4	8	12
All Other Managers	62	66	4	8	12
TOTAL PROFESSIONAL WORKERS	46	50	4	4	8
Buyers	6	7	1	0	1
Accountants & Auditors	9	10	1	0	1
Pharmacists	17	18	1	4	5
Designers	6	7	1	0	1
All Other Professional Workers	8	9	1	0	1
TOTAL TECHNICAL WORKERS	5	5	0	0	0
TOTAL SERVICE WORKERS	900	973	73	170	243
Janitors, Porters, & Cleaners	35	38	3	4	7
Bartenders	45	49	4	7	11
Dining Room Attendants, Bartender Helpers, or Cafeteria Attendants	21	23	2	0	2
Butchers &/or Meat Cutters	23	25	2	1	3
Kitchen Helpers	102	110	8	20	28
Waiters or Waitresses	270	292	22	66	88
Counter Attendants, Lunchroom, Coffee Shop, or Cafeteria	44	48	4	12	16
Cooks, Short Order &/or Specialty Fast Foods	123	133	10	20	30
Cooks, Restaurant	77	83	6	12	18
Food Preparation & Service Workers, Fast Food Restaurant	135	146	11	27	38
Supervisors, Nonworking Service	25	27	2	1	3
TOTAL MAINTENANCE & PRODUCTION WORKERS	883	957	74	61	135
Mechanics, Automotive	100	108	8	5	13
Mechanics, Automotive, Apprentice	4	4	0	0	0
Body Repairers, Automotive	17	18	1	0	1
Diesel Mechanics	34	37	3	4	7
Farm Equipment Mechanics	24	26	2	0	2
All Other Mechanics & Repairers	43	47	4	4	8
Truck Drivers	42	46	4	4	8
Cleaners, Vehicle	14	15	1	0	1
Delivery & Route Workers	61	66	5	4	9
Supervisors, Nonworking	21	23	2	0	2
Machinists	3	3	0	0	0
Helpers, Trades	10	11	1	0	1
Production Packagers	6	6	0	0	0
Baggers	36	39	3	2	5
Fuel Pump Attendants &/or Lubricators	153	166	13	14	27
Tire Changers	11	12	1	0	1
Stock Clerks, Sales Floor	125	135	10	8	18
Mobile Home Repairers	4	4	0	0	0
All Other Skilled Craft Workers	61	66	5	4	9
All Other Operatives & Semiskilled Workers	73	79	6	8	14
All Other Laborers & Unskilled Workers	41	44	3	4	7
TOTAL CLERICAL WORKERS	603	656	53	131	184
All Office Machine Operators	6	7	1	0	1
Accounting Clerks	8	9	1	0	1

CURRENT AND PROJECTED ESTIMATED EMPLOYMENT AND JOB OPENINGS
TRADE

PINAL COUNTY

	Estimated 1979 Employment	Projected 1983 Employment	Job Openings Due To Growth 1979-1983	Job Openings Due To Separations 1979-1983	Total Job Openings 1979-1983
Bookkeepers, Hand	61	66	5	12	17
Cashiers	329	358	29	74	103
General Clerks, Office	74	81	7	17	24
Order Clerks	11	12	1	4	5
Secretaries	27	29	2	8	10
All Other Office Clerical Workers	32	35	3	8	11
Stock Clerks, Stockroom, Warehouse, or Storage Yard	35	38	3	4	7
All Other Plant Clerical Workers	20	21	1	4	5
TOTAL SALES WORKERS	724	783	59	88	147
Sales Representatives, Technical	28	30	2	4	6
Sales Representatives, Nontechnical	177	191	14	29	43
Sales Clerks	519	561	42	55	97
TOTAL ALL OCCUPATIONS	3,551	3,840	289	498	787

Occupations that have been added to the "All" or "All Other" categories or collapsed into major occupational classes are as follows:

PROFESSIONAL WORKERS

All Other Professional Workers
- Mechanical Engineers
- Systems Analysts, Electronic Data Processing

TECHNICAL WORKERS

All Other Technical Workers
- Electrical & Electronic Technicians
- Pharmacy Helpers

SERVICE WORKERS

All Other Service Workers
- Hosts/Hostesses, Restaurant, Lounge, or Coffee Shop
- Pantry, Sandwich &/or Coffee Makers

MAINTENANCE & PRODUCTION WORKERS

All Other Mechanics & Repairers
- Mechanics, Aircraft
- Engineering Equipment Mechanics
- Marine Mechanics &/or Repairers
- Office Machine &/or Cash Register Servicers
- Refrigeration & Air Conditioning Mechanics
- Television Servicers & Repairers, Radio &/or Tape Recorder Repairers
- Gas & Electric Appliance Repairers

All Other Skilled Craft Workers
- Carpenters
- Glaziers
- Jewelers &/or Silversmiths
- Maintenance Repairers, General Utility
- Painters, Automotive
- Alteration Tailors
- Bakers

MAINTENANCE & PRODUCTION WORKERS (cont'd.)

All Other Operatives & Semiskilled Workers
- Carpet Cutters &/or Layers
- Industrial Truck Operators
- Sewing Machine Operators, Regular Equip. - Nongarment
- Tire Fabricators &/or Repairers
- Welders & Flamecutters
- Furniture Assemblers & Installers
- Doughnut Makers &/or Doughnut Machine Operators
- Conveyor Operators or Tenders
- Mobile Home Set-up Operators

CLERICAL WORKERS

All Other Office Clerical Workers
- Bookkeeping &/or Billing Machine Operators
- Computer Operators
- Keypunch Operators
- Personnel Clerks
- Receptionists
- Service Clerks
- Switchboard Operator/Receptionists
- Typists
- Clerical Supervisors

All Other Plant Clerical Workers
- Shipping &/or Receiving Clerks
- Weighers, Record Keeping
- Shipping Packers

CURRENT AND PROJECTED ESTIMATED EMPLOYMENT AND JOB OPENINGS
TRADE

SANTA CRUZ COUNTY

	Estimated 1979 Employment	Projected 1983 Employment	Job Openings Due To Growth 1979-1983	Job Openings Due To Separations 1979-1983	Total Job Openings 1979-1983
TOTAL MANAGERS & OFFICERS	264	304	40	34	74
Managers, Merchandise	24	28	4	4	8
Managers, Store	138	159	21	16	37
Managers, Automotive Parts Department	4	5	1	0	1
Wholesalers	47	54	7	6	13
Managers, Restaurant, Coffee Shop, or Liquor Establishment	15	17	2	4	6
All Other Managers & Officers	36	41	5	4	9
TOTAL PROFESSIONAL WORKERS	65	76	11	8	19
Buyers	43	50	7	7	14
Accountants & Auditors	12	14	2	1	3
Pharmacists	7	8	1	0	1
All Other Professional Workers	3	4	1	0	1
TOTAL TECHNICAL WORKERS	3	3	0	0	0
TOTAL SERVICE WORKERS	448	521	73	81	154
Janitors, Porters, & Cleaners	47	55	8	8	16
Guards & Doorkeepers	15	17	2	0	2
Bartenders	19	22	3	4	7
Butchers &/or Meat Cutters	22	26	4	0	4
Butchers &/or Meat Cutters, Apprentice	5	6	1	0	1
Hosts/Hostesses, Restaurant, Lounge, or Coffee Shop	7	8	1	0	1
Kitchen Helpers	49	57	8	10	18
Waiters or Waitresses	103	120	17	26	43
Cooks, Restaurant	51	59	8	8	16
Food Preparation & Service Workers, Fast Food Restaurant	57	66	9	12	21
All Other Food Service Workers	64	74	10	13	23
Store Detectives	9	11	2	0	2
TOTAL MAINTENANCE & PRODUCTION WORKERS	393	459	66	36	102
Mechanics, Automotive	19	22	3	0	3
Television Servicers & Repairers, Radio &/or Tape Recorder Repairers	6	7	1	0	1
All Other Mechanics & Repairers	2	2	0	0	0
Truck Drivers	13	15	2	0	2
Delivery & Route Workers	16	19	3	0	3
Merchandise Displayers & Window Trimmers	11	13	2	4	6
Supervisors, Nonworking	35	41	6	4	10
Baggers	15	18	3	0	3
Fuel Pump Attendants &/or Lubricators	24	28	4	4	8
Stock Clerks, Sales Floor	64	75	11	4	15
All Other Skilled Craft Workers	36	42	6	4	10
All Other Operatives & Semiskilled Workers	21	24	3	4	7
All Other Laborers & Unskilled Workers	131	153	22	12	34
TOTAL CLERICAL WORKERS	882	1,037	155	175	330
Bookkeeping &/or Billing Machine Operators	18	21	3	4	7
All Other Office Machine Operators	5	6	1	0	1
Accounting Clerks	18	21	3	4	7
Bookkeepers, Hand	72	85	13	16	29
Cashiers	257	302	45	61	106
General Clerks, Office	102	120	18	25	43
Credit Authorizers	19	22	3	4	7
Receptionists	4	5	1	0	1
Secretaries	57	67	10	16	26
Typists	5	6	1	0	1
All Other Office Clerical Workers	39	46	7	9	16

CURRENT AND PROJECTED ESTIMATED EMPLOYMENT AND JOB OPENINGS
TRADE

SANTA CRUZ COUNTY

	Estimated 1979 Employment	Projected 1983 Employment	Job Openings Due To Growth 1979-1983	Job Openings Due To Separations 1979-1983	Total Job Openings 1979-1983
Shipping Packers	38	45	7	4	11
Shipping &/or Receiving Clerks	72	85	13	6	19
Stock Clerks, Stockroom, Warehouse, or Storage Yard	128	150	22	14	36
All Other Plant Clerical Workers	48	56	8	12	20
TOTAL SALES WORKERS	733	855	122	96	218
Sales Representatives, Technical	11	13	2	3	5
Sales Representatives, Nontechnical	228	266	38	39	77
Sales Clerks (Exclude Cashiers)	487	568	81	54	135
All Other Sales Workers	7	9	1	0	1
TOTAL ALL OCCUPATIONS	2,788	3,255	467	430	897

Occupations that have been added to the "All" or "All Other" categories or collapsed into major occupational classes are as follows:

MANAGERS & OFFICERS

All Other Managers & Officers
- Directors, Food & Beverage &/or Mgrs., Catering
- Managers, Automobile Service Department

PROFESSIONAL WORKERS

All Other Professional Workers
- Commercial Artists

SERVICE WORKERS

All Other Food Service Workers
- Bakers
- Dining Room Attendants, Bartender Helpers, or Cafeteria Attendants
- Counter Attendants, Lunchroom, Coffee Shop, or Cafeteria
- Cooks, Short Order &/or Specialty Fast Foods

MAINTENANCE & PRODUCTION WORKERS

All Other Skilled Craft Workers
- Cabinetmakers
- Maintenance Repairers, General Utility
- Sewers, Custom
- Alteration Tailors
- Opticians, Dispensing &/or Optical Mechanics
- Household Appliance Installers
- Bakers

All Other Operatives & Semiskilled Workers
- Industrial Truck Operators
- Sewing Machine Operators, Regular Equip. - Nongarment
- Sewing Machine Operators, Special &/or Automatic Equipment - Nongarment
- Tire Changers
- Doughnut Makers &/or Doughnut Machine Operators

MAINTENANCE & PRODUCTION WORKERS (cont'd.)

All Other Laborers & Unskilled Workers
- Cleaners, Vehicle
- Order Fillers
- Production Packagers

CLERICAL WORKERS

All Other Office Clerical Workers
- Adjustment Clerks
- Order Clerks
- Payroll &/or Timekeeping Clerks
- Personnel Clerks
- Switchboard Operators
- Switchboard Operator/Receptionists
- Clerical Supervisors, Office or Plant

All Other Plant Clerical Workers
- Weighers, Record Keeping
- Marking Clerks

SALES WORKERS

All Other Sales Workers
- Sales Clerk Supervisors

CURRENT AND PROJECTED ESTIMATED EMPLOYMENT AND JOB OPENINGS
TRADE

YAVAPAI COUNTY

	Estimated 1979 Employment	Projected 1983 Employment	Job Openings Due To Growth 1979-1983	Job Openings Due To Separations 1979-1983	Total Job Openings 1979-1983
TOTAL MANAGERS & OFFICERS	329	367	38	39	77
Managers, Merchandise	30	33	3	4	7
Managers, Store	178	199	21	21	42
Managers, Automobile Service Department	15	17	2	2	4
Managers, Automobile Parts Department	10	11	1	0	1
Wholesalers	11	12	1	0	1
Managers, Restaurant, Coffee Shop, or Liquor Establishment	44	49	5	8	13
All Other Managers & Officers	41	46	5	4	9
TOTAL PROFESSIONAL WORKERS	98	111	13	12	25
Buyers	32	36	4	4	8
Accountants & Auditors	9	10	1	0	1
Pharmacists	29	33	4	4	8
Designers	13	15	2	0	2
All Other Professional Workers	15	17	2	4	6
TOTAL TECHNICAL WORKERS	14	16	2	0	2
Electrical & Electronic Technicians	14	16	2	0	2
TOTAL SERVICE WORKERS	1,377	1,556	179	262	441
Janitors, Porters, & Cleaners	38	43	5	5	10
Bakers	9	10	1	0	1
Bartenders	69	78	9	8	17
Dining Room Attendants, Bartender Helpers, or Cafeteria Attendants	114	129	15	4	19
Butchers &/or Meat Cutters	28	31	3	4	7
Hosts/Hostesses, Restaurant, Lounge, or Coffee Shop	22	25	3	5	8
Kitchen Helpers	219	247	28	45	73
Waiters or Waitresses	437	493	56	110	166
Counter Attendants, Lunchroom, Coffee Shop, or Cafeteria	35	40	5	8	13
Cooks, Short Order &/or Specialty Fast Foods	37	42	5	7	12
Cooks, Restaurant	175	198	23	29	52
Food Preparation & Service Workers, Fast Food Restaurant	183	207	24	37	61
All Other Food Service Workers	5	6	1	0	1
All Other Service Workers	6	7	1	0	1
TOTAL MAINTENANCE & PRODUCTION WORKERS	722	818	96	48	144
Mechanics, Automotive	86	97	11	4	15
Mechanics, Automotive, Apprentice	3	3	0	0	0
Body Repairers, Automotive	8	9	1	0	1
All Other Mechanics & Repairers	20	23	3	0	3
Truck Drivers	17	19	2	0	2
Cabinetmakers	32	36	4	4	8
Carpet Cutters &/or Layers	6	7	1	0	1
Carpenters	12	14	2	0	2
Cleaners, Vehicle	18	20	2	0	2
Delivery & Route Workers	83	94	11	4	15
Supervisors, Nonworking	14	16	2	0	2
Industrial Truck Operators	4	5	1	0	1
Jewelers &/or Silversmiths	4	5	1	0	1
Maintenance Repairers, General Utility	7	8	1	0	1
Order Fillers	5	6	1	0	1
Production Packagers	16	18	2	4	6
Tire Fabricators &/or Repairers	7	8	1	0	1
Baggers	56	63	7	4	11
Fuel Pump Attendants &/or Lubricators	73	83	10	8	18
Tire Changers	14	16	2	0	2
Stock Clerks, Sales Floor	131	148	17	8	25
All Other Skilled Craft Workers	32	36	4	4	8

CURRENT AND PROJECTED ESTIMATED EMPLOYMENT AND JOB OPENINGS
TRADE

YAVAPAI COUNTY

	Estimated 1979 Employment	Projected 1983 Employment	Job Openings Due To Growth 1979-1983	Job Openings Due To Separations 1979-1983	Total Job Openings 1979-1983
All Other Operatives & Semiskilled Workers	32	36	4	4	8
All Other Laborers & Unskilled Workers	42	48	6	4	10
TOTAL CLERICAL WORKERS	648	737	89	139	228
All Office Machine Operators	4	4	0	0	0
Accounting Clerks	8	9	1	0	1
Bookkeepers, Hand	76	87	11	17	28
Cashiers	323	368	45	75	120
General Clerks, Office	57	65	8	13	21
Order Clerks	42	48	6	10	16
Receptionists	3	3	0	0	0
Secretaries	19	22	3	4	7
All Other Office Clerical Workers	38	43	5	8	13
Stock Clerks, Stockroom, Warehouse, or Storage Yard	62	70	8	8	16
All Other Plant Clerical Workers	16	18	2	4	6
TOTAL SALES WORKERS	770	871	101	99	200
Sales Representatives, Technical	23	26	3	4	7
Sales Representatives, Nontechnical	217	245	28	37	65
Sales Clerks (Exclude Cashiers)	530	599	69	58	127
TOTAL ALL OCCUPATIONS	3,958	4,476	518	599	1,117

Occupations that have been added to the "All" or "All Other" categories or collapsed into major occupational classes are as follows:

MANAGERS & OFFICERS

All Other Managers & Officers
Directors, Food & Beverage &/or Mgrs., Catering

PROFESSIONAL WORKERS

All Other Professional Workers
Writers &/or Editors
Musicians, Instrumental
Personnel & Labor Relations Specialists

SERVICE WORKERS

All Other Service Workers
Guards & Doorkeepers
Checkers, Fitting Room
Store Detectives

MAINTENANCE & PRODUCTION WORKERS

All Other Mechanics & Repairers
Diesel Mechanics
Mechanics, Maintenance
Refrigeration Mechanics & Air Conditioning Mechanics
Television Servicers & Repairers, Radio &/or Tape Recorder Repairers
Gas & Electric Appliance Repairers

All Other Skilled Craft Workers
Merchandise Displayers & Window Trimmers
Glaziers
Stationary Engineers
Alteration Tailors

MAINTENANCE & PRODUCTION (cont'd.)

Watchmakers
Opticians, Dispensing &/or Optical Mechanics
Bakers
Wood Machinists

All Other Operatives & Semiskilled Worked
Marine Service Station Attendants
Sewing Machine Operators, Regular Equip. - Garment
Mobile Home Set-up Operators

All Other Laborers & Unskilled Workers
Mobile Home Repairers

CLERICAL WORKERS

All Other Office Machine Operators
Bookkeeping &/or Billing Machine Operators

All Other Office Clerical Workers
Adjustment Clerks
Credit Authorizers
Personnel Clerks
Switchboard Operators
Switchboard Operator/Receptionists
Typists
Clerical Supervisors, Office or Plant

All Other Plant Clerical Workers
Shipping &/or Receiving Clerks
Weighers, Record Keeping
Marking Clerks

CURRENT AND PROJECTED ESTIMATED EMPLOYMENT AND JOB OPENINGS
TRADE

YUMA COUNTY

	Estimated 1979 Employment	Projected 1983 Employment	Job Openings Due To Growth 1979-1983	Job Openings Due To Separations 1979-1983	Total Job Openings 1979-1983
TOTAL MANAGERS & OFFICERS	638	746	108	84	193
Managers, Merchandise	86	101	15	8	23
Managers, Store	273	319	46	34	80
Managers, Automobile Service Department	18	21	3	4	7
Managers, Automobile Parts Department	16	19	3	3	6
Wholesalers	52	61	9	8	17
Managers, Restaurant, Coffee Shop, or Liquor Establishment	87	102	15	14	29
All Other Managers & Officers	106	124	18	13	31
TOTAL PROFESSIONAL WORKERS	141	168	27	16	43
All Engineers	4	5	1	0	1
Systems Analysts, Electronic Data Processing	5	6	1	0	1
Buyers	36	43	7	4	11
Accountants & Auditors	31	37	6	4	10
Personnel & Labor Relations Specialists	11	13	2	0	2
All Other Professional Workers	54	64	10	8	18
TOTAL TECHNICAL WORKERS	35	42	7	0	7
Electrical & Electronic Technicians	11	13	2	0	2
All Engineering Technicians	15	18	3	0	3
All Other Technical Workers	9	11	2	0	2
TOTAL SERVICE WORKERS	1,951	2,309	358	401	759
Janitors, Porters, & Cleaners	87	103	16	14	30
Bartenders	111	131	20	16	36
Dining Room Attendants, Bartender Helpers, or Cafeteria Attendants	55	65	10	4	14
Butchers &/or Meat Cutters	66	78	12	4	16
Hosts/Hostesses, Restaurant, Lounge, or Coffee Shop	24	28	4	7	11
Kitchen Helpers	209	247	38	44	82
Waiters or Waitresses	507	600	93	131	224
Counter Attendants, Lunchroom, Coffee Shop, or Cafeteria	111	131	20	28	48
Cooks, Short Order &/or Specialty Fast Foods	157	186	29	27	56
Cooks, Restaurant	151	179	28	26	54
Food Preparation & Service Workers, Fast Food Restaurant	403	477	74	84	158
All Other Service Workers	70	83	13	16	29
TOTAL MAINTENANCE & PRODUCTION WORKERS	1,788	2,123	335	150	485
Mechanics, Automotive	209	248	39	13	52
Body Repairers, Automotive	10	12	2	0	2
Diesel Mechanics	53	63	10	4	14
Office Machine &/or Cash Register Servicers	4	5	1	0	1
All Other Mechanics & Repairers	55	75	10	4	14
Truck Drivers	66	78	12	4	16
Cabinetmakers	30	36	6	3	9
Cleaners, Vehicle	34	40	6	0	6
Delivery & Route Workers	114	135	21	8	29
Supervisors, Nonworking	74	88	14	6	20
Industrial Truck Operators	6	55	9	4	13
Machinists	11	13	2	0	2
Maintenance Repairers, General Utility	59	70	11	4	15
Order Fillers	8	9	1	0	1
Production Packagers	73	87	14	14	28
Baggers	79	94	15	4	19
Fuel Pump Attendants &/or Lubricators	141	167	26	14	40

CURRENT AND PROJECTED ESTIMATED EMPLOYMENT AND JOB OPENINGS
TRADE

YUMA COUNTY

	Estimated 1979 Employment	Projected 1983 Employment	Job Openings Due To Growth 1979-1983	Job Openings Due To Separations 1979-1983	Total Job Openings 1979-1983
Tire Changers	26	31	5	4	9
Stock Clerks, Sales Floor	129	153	24	8	32
Mobile Home Repairers	19	23	4	1	5
All Other Skilled Craft Workers	36	43	7	4	11
All Other Operatives & Semiskilled Workers	106	126	20	12	32
All Other Laborers & Unskilled Workers	406	482	76	39	115
TOTAL CLERICAL WORKERS	1,453	1,736	283	313	596
Bookkeeping &/or Billing Machine Operators	12	14	2	4	6
All Other Office Machine Operators	7	8	1	0	1
Accounting Clerks	81	97	16	19	35
Bookkeepers, Hand	107	128	21	25	46
Cashiers	600	717	117	144	261
General Clerks, Office	203	242	39	50	89
Personnel Clerks	19	23	4	6	10
Secretaries	45	54	9	12	21
Clerical Supervisors, Office or Plant	20	24	4	4	8
All Other Office Clerical Workers	85	102	17	21	38
Shipping Packers	117	140	23	12	35
Shipping &/or Receiving Clerks	33	40	7	4	11
Weighers, Record Keeping	7	8	1	0	1
Stock Clerks, Stockroom, Warehouse, or Storage Yard	113	135	22	12	34
All Other Plant Clerical Workers	4	5	1	0	1
TOTAL SALES WORKERS	1,110	1,315	205	159	364
Sales Representatives, Technical	41	49	8	8	16
Sales Representatives, Nontechnical	469	556	87	82	169
Sales Clerks (Exclude Cashiers)	582	689	107	65	172
All Other Sales Workers	18	21	3	4	7
TOTAL ALL OCCUPATIONS	7,116	8,439	1,323	1,123	2,446

Occupations that have been added to the "All" or "All Other" categories or collapsed into major occupational classes are as follows:

MANAGERS & OFFICERS

All Other Managers & Officers
Directors, Food & Beverage &/or Mgrs., Catering

PROFESSIONAL WORKERS

All Other Engineers
Mechanical Engineers

All Other Professional Workers
Chemists
Musicians, Instrumental
Pharmacists
Designers

TECHNICAL WORKERS

All Other Engineering Technicians
Computer Programmers
Drafters

All Other Technicians
Pharmacy Helpers

SERVICE WORKERS

All Other Service Workers
Guards & Doorkeepers
Bakers
Pantry, Sandwich &/or Coffee Makers
Service Workers
Cosmetologists &/or Hairstylists
Supervisors, Nonworking Service
Store Detectives

MAINTENANCE & PRODUCTION WORKERS

All Other Mechanics & Repairers
Farm Equipment Mechanics
Engineering Equipment Mechanics
Mechanics, Maintenance
Refrigeration Mechanics & Air Conditioning Mechanics
Television Servicer & Repairers, Radio &/or Tape Recorder Repairers
Coin Machine Service &/or Vending Machine Repairers
Motorboat Mechanics

CURRENT AND PROJECTED ESTIMATED EMPLOYMENT AND JOB OPENINGS
TRADE

YUMA COUNTY

MAINTENANCE & PRODUCTION WORKERS (cont'd.)

Gas & Electric Appliance Repairers

All Other Skilled Craft Workers
Carpenters
Merchandise Displayers & Window Trimmers
Jewelers &/or Silversmiths
Sheet Metal Workers
Alteration Tailors
Household Appliance Installers
Furniture Finishers
Painters, Automotive

All Other Operatives & Semiskilled Workers
Marine Service Station Attendants
Welders & Flamecutters
Furniture Assemblers & Installers
Boat Patchers, Plastic
Conveyor Operators or Tenders
Mobile Home Set-up Operators

All Other Laborers & Unskilled Workers
Helpers, Trades

CLERICAL WORKERS

All Other Office Machine Operators
Computer Operators
Keypunch Operators

All Other Office Clerical Workers
Collectors
Credit Authorizers
Order Clerks
Payroll &/or Timekeeping Clerks
Receptionists
Service Clerks
Switchboard Operators
Switchboard Operators/Receptionists
Typists

SALES WORKERS

All Other Sales Workers
Sales Clerk Supervisors
Demonstrators

METHODOLOGY

Limitations of the Data

The projection methods do not account for cyclical, seasonal, and such external factors as sudden and large establishment openings or closings. The methodology also assumes that the labor market areas are self-contained and generally devoid of significant levels of commuting and migration from one area to another for employment.

The occupational data in this publication only refer to employees who earned a wage or salary. Self-employed and unpaid family workers are not represented in the statistics.

Sample Selection and Response Rate

Occupational estimates for the trade industry were developed from a survey of employers throughout the State. Employers who were asked to participate in the survey were selected from a master employer file of firms doing business in Arizona, using standardized sampling techniques. Establishments selected for the sample were those that employed four to ninety-nine employees. All establishments having 100 or more employees were surveyed. The entire sample was composed of 5,806 firms with a usable response rate of 92.9 percent.

Employment Projections

Trade employment was projected using regression analysis and was adjusted to reflect recent industry developments. The 1983 occupational employment was calculated by applying adjusted staffing pattern ratios (as determined by the survey) to the industry projections. The adjustments to the ratio reflect national trends of evolving occupational distribution.[1]

Job Openings

The difference between 1979 and 1983 employment for each occupation represents expected job openings due to growth. Job openings due to separations were calculated by interpolating 1970 and 1985 separation rates for each occupation[2] and applying them to the occupational employment projections. Total job openings is the sum of openings due to growth and separations.

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1 "Tomorrow's Manpower Needs," Vol. IV, BLS, Feb. 1971 pp. 33-35
2 "Tomorrow's Manpower Needs," Supplement No. 4, BLS, 1974, pp. 11-16.

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